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**International
Marketing Information
Series**



COMMERCIAL NEWS **For the Foreign Service**

NEW PRODUCTS U.S.A.

January/February 1978



U.S. DEPARTMENT OF COMMERCE
Industry and Trade Administration
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CNFS

CNFS HELPS PAVE THE WAY TO INCREASED
U.S. EXPORTS

At the beginning of this New Year, it seems particularly appropriate to emphasize once again that the overall success or failure of the Commercial Newsletter program as a vehicle for increasing U.S. exports depends largely on the effectiveness of each individual Post newsletter. The officers responsible for newsletters should find the following excerpts especially gratifying. They are drawn from letters written by U.S. companies which have successfully introduced new products overseas through the worldwide newsletter program.

- * *From an Ohio company:* "As a small struggling business we cannot begin to express all of our appreciation for the wonderful help and service which you have given us. Your help may be just the thing that puts us on the road to ultimate success."
- * *A California businessman says:* "I am still receiving occasional inquiries on the original... coverage and we now have active distributors in quite a number of countries and have now recorded sales approaching \$10,000.00 as a result of that original coverage. This may seem small to many firms, but, represents something approaching 20% of our total sales on the item."
- * *And a D.C. firm reports that:* "Within the next 30 months, we forecast the realization of over 5 million dollars profits from sales consummated abroad..Possibly everyone has not been as fortunate as we have been; however, it seems to me that if the publication produces results such as those we have encountered, it should be expanded to exploit the unique opportunity this publication offers abroad."
- * *From Washington State:* "We find this Department of Commerce service to be the most productive available for introducing new products into foreign markets."
- * *A firm in Wisconsin writes:* "I don't remember any of our trade journal ads or feature articles stimulating as much overseas interest as this has. We must have received more than 75 letters and most are from distributors and reps..."
- * *And, finally, from Maryland:* "Because of your help, I would like to report that our product has become very well known throughout many parts of the world where it has never been known before...This has increased our exports significantly. This is helping our small company grow."

FOREWORD

The purpose of the *COMMERCIAL NEWS FOR THE FOREIGN SERVICE (CNFS)* is to provide pertinent U.S. commercial information for reprinting in some 70 Posts' Commercial Newsletters which are disseminated to over 100,000 foreign business officials, government representatives and other prospective buyers. CNFS is specifically designed to foster and promote U.S. commercial interests in foreign markets. In addition, it informs the U.S. Foreign Service of new Commerce trade promotion program and policy developments.

The worldwide Commercial Newsletter program plays an important role in expanding U.S. exports all over the world by publicizing information concerning new American products and technological developments and U.S. Commercial exhibitions at home and abroad. Significant sales of "New Products U.S.A." further the objective of establishing the image of the United States as a first source of quality equipment and advanced technology. In addition, Commercial Newsletters promote U.S. investment and licensing abroad.

The material in CNFS may be reproduced freely in foreign countries without specific permission. We urge both USIS Public Affairs Officers and Post Commercial Officers to widely publicize the new product information abroad through Commercial Newsletters and appropriate private media such as foreign trade journals, newspapers, etc. Posts should also retain copies in overseas Commercial Libraries for reference purposes since CNFS is not regularly available to U.S. or foreign companies on a subscription or gratis basis.

This information was compiled in cooperation with various government and industry officials. Every effort has been made to ensure that the data contained in this publication is correct. However, no responsibility can be assumed by the U.S. Government for the accuracy of dates or the outcome of any transaction with any person or firm mentioned herein.

Suggestions or comments from the field regarding this publication are welcomed.

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NEW PRODUCTS USA

The product information in the following section of the Commercial News is obtained through the *New Product Information Service (NPIS)*.

This free export promotion service was designed particularly to help small manufacturers (a) publicize the availability of new U.S. products in foreign markets and (b) test overseas market interest in these specific products.

This information is sent to 240 U.S. Foreign Service posts and receives worldwide exposure to end-users, agents and other interested business prospects. These trade contacts result in the American company exploring foreign buyer interest, and frequently making sales and establishing overseas agents.

As evidenced by quotes on the inside front cover of this issue, we have in our files many letters attesting to the unique export value of this service and to the solid commercial results achieved by the listed U.S. manufacturers.

At the beginning of this new year, perhaps it will be helpful to reiterate a few vital points concerning the New Product Information Service.

What is a new product?

All products listed in the "Commercial News" must meet established NPIS criteria which state, among other points, that the product:

- * Has been sold on the U.S. market 2 years or less
- * Is regularly exported to no more than 3 countries
- * Is immediately available for export orders worldwide

Where does the new product information originate?

- * Approximately 75% of the NPIS applications come from Commerce District Offices as a result of export counseling sessions between commerce representatives and U.S. companies
- * 25% arrive directly from U.S. firms as a result of other Commerce or trade association referrals

How does a firm apply for this Service?

- * Complete an NPIS Application form (DIB-4063P)
- * Submit two photographs of product
- * Submit descriptive literature/press releases and, upon request, documentation to support certain product claims

As you can see, the Department of Commerce tries to ensure that each product listed in the "New Products USA" section of the Commercial News is indeed "new" and that the firm is interested in exporting the product and, consequently, will respond to foreign trade inquiries.

How can Posts make NPIS even more effective?

- * Publish as many new products in each issue of the Post's Commercial Newsletter as possible
- * Include in the U.S. firm's address "Dept CN" so the U.S. company will know that the trade inquiries resulted from Post's commercial efforts on the firm's behalf

Remember, the U.S. company is counting on you to publicize new product information overseas and to help make each participation in the program a success! Without the support of each post, the new products program will not reach its full export potential.

We believe that the New Product Information Service is effective as an export promotion technique and that the Commercial Newsletter has played a more important role than ever in 1977 in supporting the U.S. Government's efforts to increase U.S. exports abroad.

Many thanks to all the posts for your support of this program during 1977 and --- HAPPY NEW YEAR!

* * * *

NEW PRODUCTS U.S.A.

The following product information has been selected by the Department of Commerce for promotion through the New Product Information Service (NPIS). This information is also made available by Commerce on a selected basis to USIA and VOA. While the firms mentioned in CNFS are believed to be reliable, no responsibility can be assumed by the U.S. Government or its representatives for the accuracy of the new product descriptions which are based on information supplied by the listed U.S. firms. Both technical and non-technical products are deliberately included in CNFS to ensure worldwide market applicability. Please reprint as many new product descriptions as possible.

AGRICULTURAL MACHINERY AND EQUIPMENT



SELF-PROPELLED APPLICATOR FOR MANURE/CHEMICALS -- According to this firm, the "Model 2505 Terra-Gator" is not only the largest self-propelled agricultural applicator currently manufactured, but also the only machine offering four interchangeable application systems on one heavy-duty chassis: dry agricultural chemicals, including gypsum and lime, (15.4 metric tons); liquid chemicals (9460 liters); dry manure (15.4 metric tons); and liquid manure (13,625 liters) which can be injected 20 cm into the soil. Application is possible at speeds up to 40 kph. High-flotation tires minimize soil compaction even in adverse weather. Sells from \$80,000 to \$125,000. Established distributors of agricultural equipment with service facilities are sought. WRITE: John R. Jagoe, Ag-Chem Equipment Co., Inc., Dept. CN, 4900 Viking Drive, Minneapolis, MN 55435 U.S.A.

* *

SMALL AGRICULTURAL TRACTOR -- This firm says it builds its "Agro Model A Tractors" according to the simplest possible design so that assembly and operation are easy even for those with little mechanical background. No standard disc clutch or complex hydraulics are used. The standard tractor includes a 14 horsepower, electric-start engine and a three-point hitch. Listed features include four forward speeds and one reverse, individual rear wheel brakes, and good ground clearance. The firm notes that the tractor can be shipped in components to reduce freight charges. Potential users: farmers, missions, cooperatives, schools, etc. Price is \$1,999. WRITE: Steven R. Diebold, Agro-Util, Dept. CN, P.O. Box 271, South Haven, MI 49090 U.S.A.

* *

STICKY COATING CATCHES PESKY INSECTS -- "Tack Trap" is a sticky compound which foresters and fruit tree growers use to catch harmful insects as they crawl up trees. Thus fruit and leaves are protected while the pests are retained for examination. Entomologists will also find the compound useful for obtaining specimens: even lightweight insects, such as boll weevils or gypsy moths are securely held. The firm says "Tack Trap" remains effective at temperatures as low as 35 degrees F (2 degrees C) and will not run off trees even at 100 degrees F (38 degrees C). Rain-resistant, non-toxic, easy to apply, "Tack Trap" sells for \$25.00. WRITE: Bob Dixon, Jr., Animal Repellents, Inc., Dept. CN, P.O. Box 999, Griffin, GA 30223 U.S.A.

* *

HYDRAULIC HARVESTER FOR SUGAR BEETS -- Because the "Heath Model 460" sugar beet harvester is hydraulically powered, the firm says, it is quieter, more efficient, and requires less maintenance than conventional machines.

The unit's elevator bed has 35 square feet (3.15 square meters) of cleaning surface to automatically separate dirt and trash. The "Model 460" is able to harvest 6 rows (22 or 24 in = 56 or 61 cm) of beets simultaneously. Optional features protect the machine from rocks and keep it centered on the proper row. Sells from \$23,000 to \$25,000. WRITE: Glenn Greenhalgh, HFE Inc., Dept. CN, 125 S. Airpark Dr., Fort Collins, CO 80521 U.S.A.



* *

MULTI-PURPOSE ORCHARD TRACTOR -- Designed exclusively for orchard workers, the "Omni-Trac Tractor" incorporates a totally new design to facilitate pruning, trenching, disking, spraying, and other tasks. The operator's seat is set off-center at the front of the tractor for maximum visibility; the seat and steering column also swivel to face the rear for convenience in backing up. A rugged three-point hitch adapts to most push- or pull-type attachments, while its three-wheel construction gives the vehicle exceptional mobility in turning. Optional equipment: counterweights and a forklift mounting kit; a 4 meter pruning tower. Priced from \$12,000. WRITE: Samuel E. Greeley, Chromalloy Farm and Industrial Equipment Co., Dept. CN, 300 W. Front St., P.O. Box 490, Harvard, IL 60033 U.S.A.



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WEEDS DESTROYED BY ELECTRICITY -- "Electrical Discharge Systems" destroy weeds on contact, without using chemicals, through the use of high-voltage electricity. These rugged systems consist of powerful electrical generators mounted on farm tractors, trucks, or similar vehicles. Electricity flows through a metal bar attached to (and insulated from) the front of the vehicle. As it is driven over fields, along railroad tracks, construction sites, etc., weeds, small trees, and brush which contact the bar are instantly killed by an electrical discharge. Excellent weed control results without danger of pollution. A special unit with rail wheels is available for use on railway tracks. Agents, distributors, licensees are sought. Priced from \$10,000 to \$100,000. WRITE: W.G. Dykes, Lasco, Inc., Dept. CN, P.O. Box 187, Highway 61 South, Vicksburg, MS 39180 U.S.A.

* *

INCUBATION SYSTEMS FOR POULTRY HATCHERIES -- These incubation systems are made of new materials to offer longer service life and better insulation. The aluminum structures are protected by a baked-on, white acrylic finish to prevent corrosion and wear, while an inner urethane foam insulation reduces heat loss to a minimum. Each model is custom-designed for chicken, turkey, duck, geese eggs, etc. Sturdily built to reduce breakage of eggs, these systems sell from \$1,850 to \$31,500. WRITE: E. R. Reynolds, Robbins Incubator Co., Dept. CN, P.O. Box 899, Denver, CO 80201 U.S.A.

* *

LOW PROFILE AGRICULTURAL SPRINKLER SYSTEM -- Engineered for irrigation of low-growing crops such as alfalfa, potatoes, and onions, the "Enide Pivot Sprinkler" is a simple, low profile system designed to help eliminate water loss from evaporation and wind drift common on deserts and plains. The basic unit is 1,320 ft (400 m) long and can irrigate up to 160 acres (64.64 hectares) of farm or ranch land. Other sizes can be supplied. Water spray is directed backwards to prevent the unit's wheels from becoming struck in wet ground. Inexpensive and easy to maintain, the sprinkler is also useful for most grains. Price is \$25,000. WRITE: Calmer J. Johnson, Enide Co., Dept. CN, 15 North Highway 95A, Yerington, NV 89447 U.S.A.

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MULTI-PURPOSE VALVE FOR IRRIGATION LINES -- The "TAV-100 Tri-Action Valve" is used on irrigation or water lines to relieve pressure, release air trapped in underground pipes, and eliminate the danger of a vacuum forming when the system is shut down. The manufacturer notes that the pressure relief feature can be set by the installer within a range of 20 PSI to 130 PSI (1.406 to 9.139 kilograms per square centimeter). Applicable to lines up to and including 12 in (305 mm) in diameter, these valves are priced at \$88.00. WRITE: Robert C. Gibson, Hydro Engineering, Inc., Dept. CN, P.O. Box 98, Young America, MN 55397 U.S.A.

* *



TESTING DEVICE FOR PREGNANCY IN PIGS -- The new "Scanopreg" uses ultrasonic sound to detect pregnancy in pigs within 30 days of conception. Used properly, the company says, the unit provides 98% accuracy in testing any breed, whether lean or fat, after 30 days of normal gestation. Operation of this lightweight, solid-state unit requires no special training. Rechargeable batteries offer 10 hours of operation. The "Scanopreg" sells for \$585 FOB Ithaca, New York. Overseas representatives are sought. WRITE: Leonard Van Lent, ITHACO, Inc., Dept. CN, 735 West Clinton St., Ithaca, NY 14850 U.S.A.

* *

RODENT CONTROL THROUGH ELECTROMAGNETIC FIELD -- According to this firm, the "Amigo Phase 2" controls the destructive activity of rats and mice by generating a low-level electromagnetic field which disturbs rats and mice so that they stop eating, drinking, and breeding. The firm states that the unit is harmless to humans, pets, farm animals, and vegetation. 20,000 sq meters of land (or a large building) can be effectively protected. List price is \$412 FOB factory, California. WRITE: Jack Torchin, Hyport International Corp., Dept. CN, 1537 Pontius Ave., Los Angeles, CA 90025 U.S.A.

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AIR AND WATER PURIFICATION & POLLUTION CONTROL

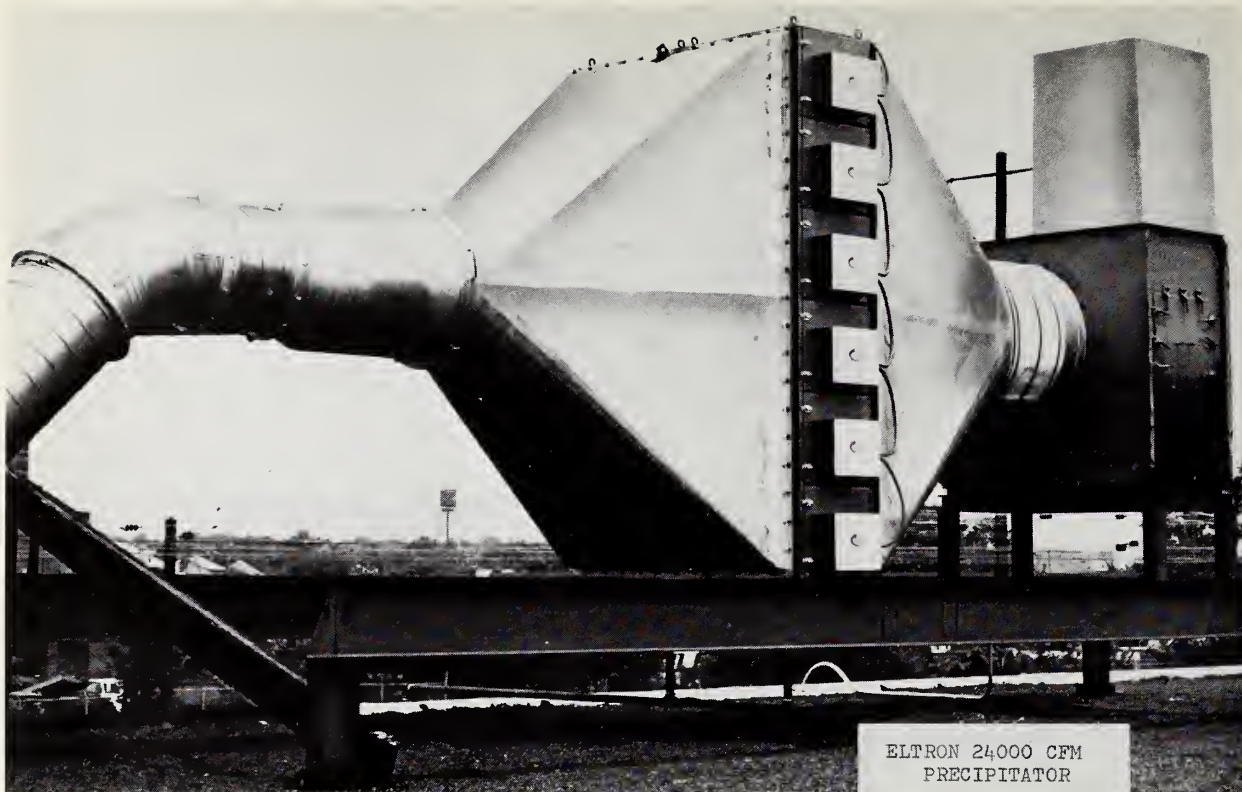
COMPACT MOBILE TRASH COMPACTOR -- Quick pick-ups and a fast compacting cycle (less than 20 seconds) are said to make this one of the most efficient mobile compactors of solid wastes available. The "Pak-Rat Rear Loader" combines compact overall size with a large capacity rear-loading hopper. Models with 10, 13, and 16 yd capacities (9.0, 11.7, and 14.4 m) are designed for compatibility with 1 1/2 and 2 ton chassis (1.35 and 1.80 tonnes) Convenient hydraulic controls and a low loading height add to the operator's comfort. Priced from \$8,500 to \$9,200. WRITE: James A. Smrekar, Martco, Inc., Dept. CN, 2625 Freewood Drive, P.O. Box 29506, Dallas, TX 75229 U.S.A.



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PORTABLE COLORIMETER TESTS FOR WATER POLLUTION -- Rugged and portable for easy field testing, this solid-state colorimeter kit offers a simple, precise way to determine the pollution or chemical content of natural or industrial water. Twenty-two chemical factors may be analyzed, including alkalinity, salinity, carbon dioxide, chlorine, phosphate, etc. The battery-powered unit contains a high-quality colorimeter, calibration charts, accurately standardized reagents, and all necessary elements for complete testing. Also included are a conductivity meter, pH meter, and lightweight carrying case. Price is \$700-\$800. WRITE: Alfred K. LaMotte, LaMotte Chemical Products Co., Dept. CN, P.O. Box 329, Chestertown, MD 21620 U.S.A.

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ECONOMICAL ELECTROSTATIC AIR CLEANERS -- These are high-quality two-stage electrostatic air cleaners which are said to remove all kinds of pollutants while consuming very little energy. The manufacturer says the units will collect solids, sticky smokes, and liquid mists, regardless of the size of the particles, with very low operating costs. They are especially suggested for control of the submicron fumes and hydrocarbon smoke of metal-working operations and various cooking, curing, drying, and manufacturing processes. Priced up to \$250,000. WRITE: Joseph Mogar, Eltron Manufacturing Inc., Dept. CN, Interstate Industrial Park, Bellmawr, NJ 08030 U.S.A.

* *

WATER DISINFECTION SYSTEM -- The "Iodion Disinfection System" offers a simple, reliable way to kill disease-causing organisms in drinking water. According to the manufacturer, the system uses small, safe amounts of iodine to kill bacteria, viruses, protozoons, and nematodes. Since the system has no moving parts and is nonelectric, it is simple to operate, requires little maintenance, and offers long service life. Units are available for small apartments, houses, farms, and even towns and cities. (Municipal models require pumping stations for operation). Also suggested for processors of food, beverages, and ice. Price range is \$100 to \$10,000. WRITE: Leonard B. Albert, L.B.A. Associates, Inc., Dept. CN, 2355 Northeast 201 Street, North Miami Beach, FL 33180 U.S.A.

AUDIO — VISUAL (Including Educational/Training Aids)

UNIT CHANGES TAPE RECORDER PLAYBACK SPEED WITHOUT CHANGING PITCH

The "Variable Speech Control" Module is based on new, low-cost technology which makes it possible for recorded speech to be played back at slower or faster speeds without changing its pitch or tone. The manufacturer says the sound quality is excellent over a speed range of 0.5 to 2.5 times normal speed. The modular unit is suggested for manufacturers of a range of audio playback devices - tape recorders, dictating machines, telephone answering systems, and audio/visual equipment. Agents and licensees are sought. WRITE: George Leslie, The Variable Speech Control Company, Dept. CN, 2088 Union St., San Francisco, CA 94123 U.S.A.

* *

VIDEO TEACHING MACHINE -- This company is introducing a new machine which attaches directly to the antenna posts of a color television to produce appealing audio-visual programs designed to teach children a wide range of subjects. The audio-cassettes automatically stop at the proper points for responses from the children and general interaction. For use with the unit, the firm offers some 1000 cassettes dealing with reading, mathematics, social studies, vocational skills, literary classics, etc. The unit sells for \$100. Licensees are sought. WRITE: Lloyd G. Dorsett, Dorsett Educational Systems, Inc., Dept. CN, Box 1226, Norman, OK 73070 U.S.A.

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AUTOMOTIVE

ALL-WEATHER TRACTION DEVICE -- Designed to fit any standard automotive tire, the "TracShoe" traction device is said to improve driving traction in snow or other unstable driving surfaces. These tough, lightweight, polyurethane sections have cross-links that lie flat against the tire and nylon connecting straps for a snug, safe fit. The sections are easily installed without jacking up the wheels and won't damage fenders, tires or road surfaces. According to the manufacturer, "TracShoes" are more durable than metal chains, are rust and acid-resistant, and provide a smoother, quieter ride on bare pavement with no breakage and minimal wearing of the cross-links. Price is \$40 retail. Company seeking agents or distributors. WRITE: H. Garry Hughes, TracShoes, c/o Hughes Export, Inc., Dept. CN, P.O. Box 307, Edmonds, Washington 98020 U.S.A.

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CONVERTIBLE TOPS FOR JEEPS -- "Vista" convertible tops are available in models which are custom-designed for many of the major 4-wheel drive jeeps. Standard features include roll-back side curtains, lockable doors, a "Quic-Loc" safety feature for attaching the top to the jeep's windshield, and an anti-rattle design for the support rods. Tough construction, good design, and safety consciousness, according to the manufacturer, make "Vista Tops" an excellent investment. Priced from \$286 to \$350. Distributor inquiries invited. WRITE: John F. Crawley, Bestop Manufacturing Company, Inc., Dept. CN, 7161 Valtec Ct., P.O. Box 318, Boulder, CO 80302 U.S.A.

* *

ELECTRIC OIL REFINERS FOR INTERNAL COMBUSTION ENGINES -- The manufacturer of the "Re-Filco Electric Oil Refiner" says it totally eliminates having to change the oil in vehicle engines. Controlled vaporization and efficient filters remove solid contaminants, as well as water and liquid contaminants. Engine life and efficiency are greatly improved since destructive sludge and acids are continuously removed and the lubricating ability of the oil kept at a high level. Adaptable to virtually any internal combustion engine, the unit sells from \$90 to \$1,600. WRITE: J. Wayne Dewey, Jr., Market Search International, Dept. CN, P.O. Box 9294, Boise, Idaho 83705 U.S.A.

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ALUMINUM MOTORCYCLE WHEELS BUILT FOR STRENGTH -- "Lester Wheels". this firm says, are designed to survive rugged treatment that would destroy any other motorcycle wheels. The cast aluminum alloy construction is 20 times as strong as spoked wheels, eliminating most maintenance. Both front and rear wheels are specifically designed for particular models of motorcycles and are delivered preassembled with the proper bearings and spacers. Tubeless tires can be accepted. The 55 models are priced from \$75 to \$150. European distributors sought. WRITE: George Potchen, Lester Wheels Co., Dept. CN, 26881 Cannon RD., Bedford Hts., OH 44146 U.S.A.

ELECTRONIC SAFEGUARD AGAINST VEHICLE THEFT -- "Digi-Start" is a programmable, solid-state electronic device that inhibits the ignition and starting systems of a motor vehicle to prevent theft or unauthorized use. To start an automobile, motorcycle, or other vehicle after the "Digi-Start" is installed, the proper sequence of two, three, or four digits must first be dialed. Any number can be programmed (an address, a phone number, a birthday) so that no new numbers need to be memorized. An optional solid-state memory will automatically scramble the number on the unit's dial when the car is stopped. Easy to install on most vehicles, the "Digi-Start" sells for \$300. WRITE: Conrad Zagwyn, Digi-Start Corp., Dept. CN, 295 Valley Street, Pembroke, MA 02359 U.S.A.

* *

LIQUID SEALANT TO PROLONG AUTO TIRE LIFE -- According to this manufacturer, liquid "Sealguard" can extend the effective life of an automobile tire by as much as 25% by preventing loss of air and the damaging underinflation which results. "Sealguard" is simply inserted into any new, used, or recapped tire through the valve stem. Without affecting tire balance, it acts as an automatic and permanent sealant, preventing air loss from punctures, leaks, or the ordinary porosity of the rubber. "Sealguard" costs about \$4.00 per tire. Agent and distributor inquiries are welcome. WRITE: Jim Myers, Goodwin Co., Dept. CN, P.O. Box 5277, 12361 Monarch Street, Garden Grove, CA 92645 U.S.A.

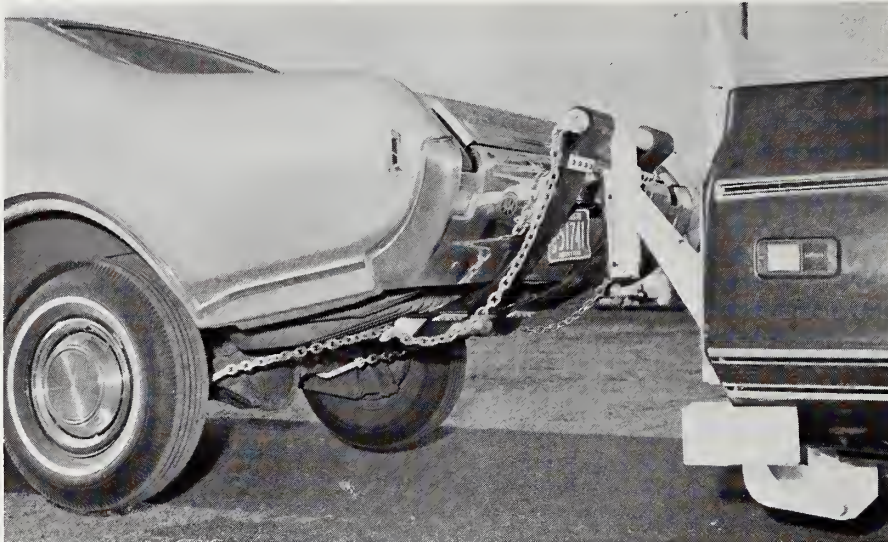
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WARNING SYSTEM FOR LOW TIRE PRESSURE -- This firm offers a reliable electromagnetic system for monitoring tire pressure on trucks, buses, trailers, and any vehicle using pneumatic tires. The "Tirometer" offers many serious advantages, the manufacturer notes. Properly inflated tires can reduce fuel consumption and increase tire life expectancy by as much as 40%. Under-inflated tires are both uneconomical and unsafe. Adaptable for both tube and tubeless tires, the "Tirometer" retails from approximately \$180 to \$415. The firm seeks licensees and distributors. WRITE: Robert E. Boyer, Vedyne Industries International, Dept. CN, 2650 Davisson St., River Grove, IL 60171 U.S.A.

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HYDRAULIC LIFT UNIT ATTACHES TO PICK-UP TRUCKS -- Now ordinary pick-up trucks can be converted for towing, lifting, and other tasks without impeding their normal uses. The "Hydra-Hitch" Hydraulic Lift System attaches to the user's truck in as little as two hours and includes a towing sling, swivel

hoist, powered tail gate, and a dirt/snow plow. The System is powered by the truck's battery and operated by push-button remote-control. Suggested for wreckers, automobile repairmen and other towers. Wholesale price is \$800 to \$1,000. WRITE: Bernard Taylor, Sterling Manufacturing Co., Inc., Dept. CN, P.O. Box 324, 640 S. Buckner, Derby, KS 67037 U.S.A.



AVIATION

STATIC INVERTER FOR AIRCRAFT -- Engineered specifically for DC-powered aircraft requiring AC power, these static inverters are intended to replace previous rotary-type inverters which are less reliable and need more maintenance. Since it has no moving parts, the inverter promises efficient, quiet operation. The firm specifies the following characteristics: 28 VDC to 115/26 VAC, 400 Hz, single-phase power. Priced from \$1,000. WRITE: James E. Moody, AMF Electrosystems Division, Dept. CN, 740 E. National Rd., Vandalia, Montgomery, OH 45377 U.S.A.

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AIRPLANE CLEANER/POLISHER LOWERS AIR RESISTANCE -- "Aerogloss" cleans, polishes, and protects all exterior (and some interior) surfaces of aircraft and, at the same time, reduces air friction, thus lowering fuel consumption. The manufacturer says it can also 1) save on labor costs needed for cleaning, 2) retard oxidation and icing, 3) improve cockpit visibility. One 16-oz (.47 l) can sells for \$3.50. WRITE: Dr. Joseph Hasek, Combined Agencies Corp., Dept. CN, 910 17th Street, N.W., Ste.1000, Washington, DC 20006 U.S.A.

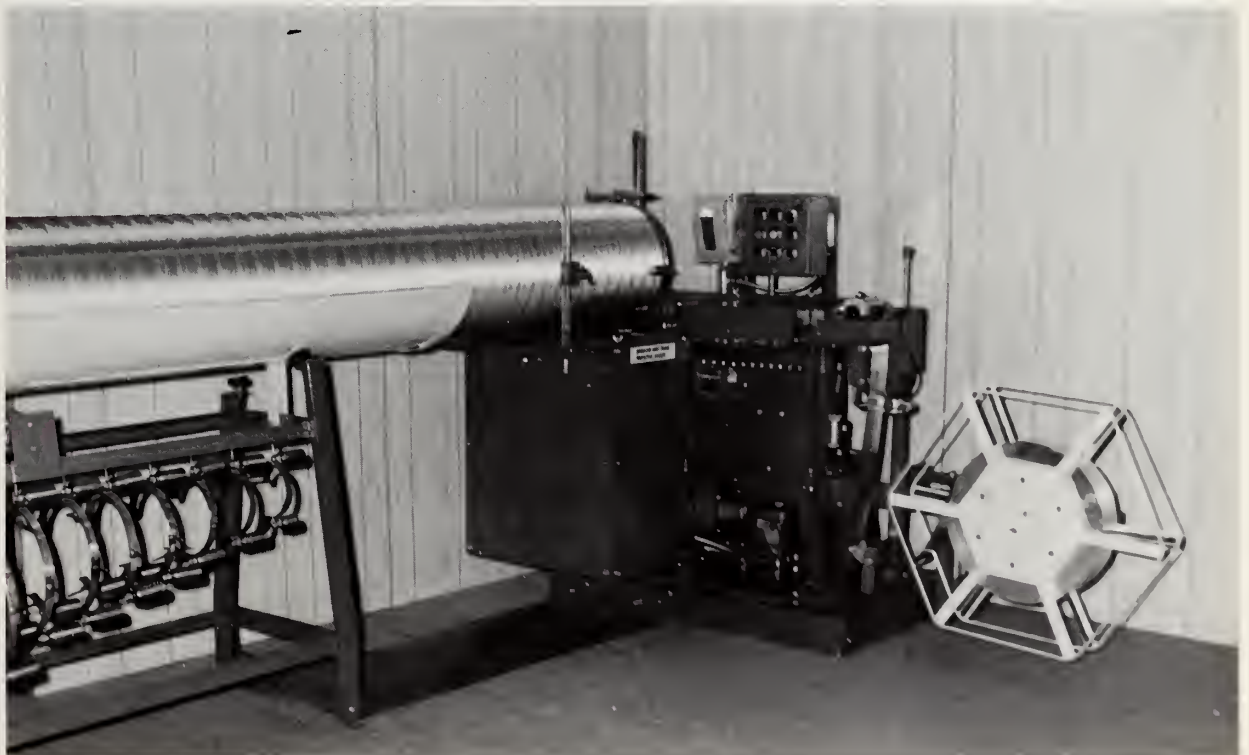
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BUILDING, CONSTRUCTION AND MATERIALS HANDLING

LOW-COST HOUSING -- This company will construct low-cost housing using durable, light weight panels which it forms from an inexpensive vegetable fiber grown locally in developing countries throughout the tropics. Working with local labor, the firm says, it can build a three bedroom house with kitchen, dining area, and bathroom, for less than \$3,000. Almost any specifications can be met. Suggested for governmental or private housing projects. Inquiries for potential agents, distributors, and licensees are invited. WRITE: J. Ramos, Constructora Sisal, Dept. CN, 180 Blanche, Troy, MI 48098 U.S.A.

* *

ALUMINUM PIPE-FABRICATING MACHINE -- Flexible, spiral aluminum piping can now be manufactured at twice the speeds previously possible, says the manufacturer of this "Pipemaker" machine. With lightweight aluminum pipes rapidly replacing galvanized steel ducting in air conditioning and ventilation, the "Pipemaker" offers a profitable, automated system for forming 4 in to 20 in (10 to 51 cm) diameter pipes, in any desired length, from pre-lubricated aluminum strip stock. Said to be the only machine forming double locked seam pipes, the "Pipemaker" sells under \$30,000. Agents and distributors are sought. WRITE: Dario Benedetti, MacLane International, Dept. CN, 24 California St., San Francisco, CA 94111 U.S.A.





EXCAVATING MACHINE FOR FOUNDATION TRENCHES -- According to this firm, the "Trenchtailor" excavator will dig clean, straight foundation trenches up to 15 ft (4.6 m) long, 28 in (.71 m) wide, and 30 in (.76 m) deep per minute. The one-man unit is said to be the first of its kind capable of producing straight, level, clean foundation footing of various widths. One unit does the work of 20 workers with shovels. Difficult terrains (rocky soil, clay, mud, etc.) are easily excavated. Precise elevations and 90 degree turns in trenches are possible. Priced at \$10,000. Dealer inquiries are invited. WRITE: M.D. Sanford, Taylor Manufacturing Company, Dept. CN, P.O. Box 17391, Orlando, FL 32810 U.S.A.

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ROAD REPAIR EQUIPMENT FOR RECYCLING ASPHALT -- This firm seeks licensees for road repair equipment which reconditions asphalt roads and other surfaces by recycling the asphalt. This method is said to return worn and pitted asphalt surfaces to their original condition at a rate of 2,430 square meters (3000 sq yds) per hour. Reusing the old material, the company says, costs only one-third as much as overlaying with new asphalt and prevents loss of curb as well as awkward drainage problems. WRITE: John Mernone, Jim Jackson Contractor, Dept. CN, 9000 Old Conway Highway, P.O. Box 988, Little Rock, AR 72203 U.S.A.

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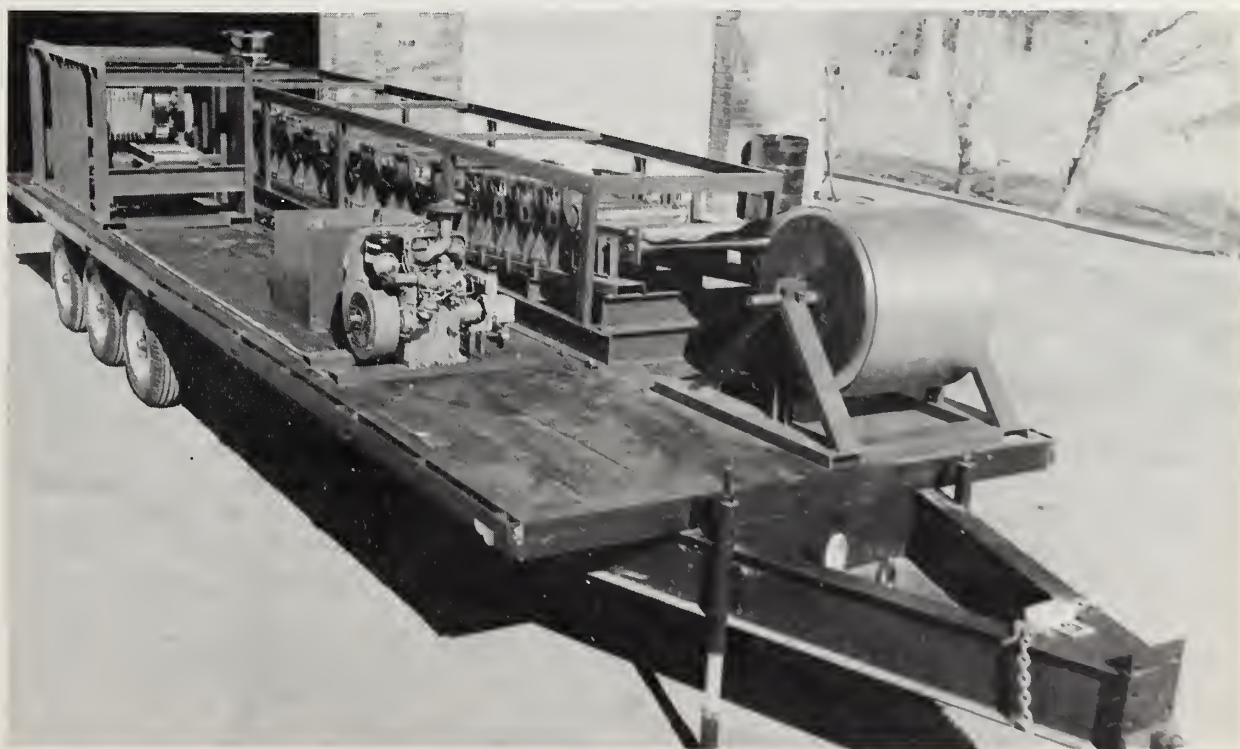
TWO-WAY TAPE MEASURE -- The "Dual-2" Tape Measure and Centering Device" is said to be the world's first tape measure system combining two independently operated tapes in one steel case while providing a centered "marking scribe" for locating precise centers. The two 12-foot (3.5 m) steel tapes have both English and Metric markings and will measure horizontally, vertically, diagonally, orthogonally, or around corners. The "Dual-2" also acts as a compass, making arcs and circles. Ideal for laying tile or paneling, carpentry, construction and architecture, handicrafts, etc. Retail for \$19.95. Agents, dealers, and distributors sought. WRITE: Andrew J. Banas, Sr., DUAL-2 Tape Measure Co., Dept. CN, 2658 23rd Ave., P.O. Box 16296, San Francisco, CA 94116 U.S.A.

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WATERPROOF COATING FOR CONCRETE, STYROFOAM, ETC. -- Destructive and annoying water seepage through concrete, styrofoam, urethane foam, and other materials can be stopped completely, this firm says, with one application of "Wet-Bond" Coating. Adhering both to wet and dry surfaces, "Wet-Bond" is impervious to lye, oil, grease, gasoline, salt, most thinners and acids. A wide selection of colors (red, white, green, grey, etc.) makes the coating ideal for marking asphalt, concrete, steel, or wood. One gallon (3.8 l) covers 250-400 sq ft (22.5-36.0 sq m). Recommended for building contractors, highway and parking lot markers, etc. Sells from \$18 to \$25 per gallon. WRITE: Jimmie H. Davis, Perma-Flake Corp., Dept. CN, P.O. Box 4653, Greenville, MS 38701 U.S.A.

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PORTABLE MACHINE FORMS METAL PANELS FOR BUILDINGS -- Using the "Knudson K-Span", manufacturers, construction firms, and other end-users can erect steel or aluminum buildings on job sites with greatly reduced construction time and building cost. This twelve station roll forming machine fabricates metal panels (.31 meters in width) from ordinary coil stock. Mounted on a trailer for easy transportation, the "K-Span" can form wall panels (including end walls and partition walls) for buildings of any length. Doors, windows, floors, and utilities can be added as needed. Sells for \$70,000. Agents are sought. WRITE: Ernest C. Evans, G. A. Knudson, Ltd., Dept. CN, 7470 Cherry St., Commerce City, CO 80022 U.S.A.



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INEXPENSIVE SOIL COMPACTION SYSTEM -- The "FM-500" and "FM-505" products are used in soil compaction as an inexpensive, simple alternative to asphaltic oils, concrete-treated bases, and other methods used in building roads, airfields, parking lots, etc. These products include multiple emulsions and a specially formulated catalyst which produce a concrete-like solidity when mixed with clays, sands, silts, decomposed granite, organic or mineral soils. The manufacturer says the "FM-500" series can be used for less than 50% the cost of asphalt, 80% that of concrete. Sold for \$332 per 55 U.S. gallon drum. WRITE: Franklyn J. Rudolph, FM International Inc., Dept. CN, 610 Newport Center Dr., Ste. 1130, Newport Beach, CA 92660 U.S.A.

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CHEMICAL FOAM FORMS PERMANENT GROUND SUPPORT FOR POSTS -- "Pole set" is a high-density chemical foam applied around the bases of posts or poles for support. After a post is set in the earth, two chemical components are combined to create the foam which expands to fill the hole and bonds itself to the post (whether wood, metal, cement, or plastic) for the firmest support. Immune to water, termites, rodents, mild acids and alkalies. The complete Polyurethane Foam System is suggested for utility companies, construction and fencing contractors, groups building electrified railways, and also ship repairers. WRITE: Ramon Parra or Maurice Winn, Twinn-K International, Inc., Dept. CN, P.O. Box 31228, Indianapolis, IN 46231 U.S.A.

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BUSINESS AND OFFICE EQUIPMENT

DESK-TOP OFFICE COPIER MACHINE -- This firm has developed a convenient, compact office copier machine which works without printing liquids and produces unusually sharp reproductions of all kinds of documents. A new dry copying technique and special, high quality paper provide high contrast between black and white images, so that copies are often better than the originals, according to the company. Papers, blueprints, drawings, colored maps up to 11 3/4 X 17 in (30 X 43 cm) are duplicated in professional-looking black and white, and at a price that small offices can afford. Sells for \$1,800. WRITE: David Kaitschuck, Apeco International, Dept. CN, 2100 W. Dempster St., Evanston, IL 60204 U.S.A.

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TELEPHONING YOUR MAILBOX -- An innovative system has been developed which allows post office boxholders to check on any mail in their box by simply telephoning. The "AMBERS" System automatically generates a vocal response to calls, giving the required information. Benefits to users: elimination of unnecessary trips, reduction of fuel expenses, convenience of being alerted to special mail. Benefits to the postal system: increased postal revenues, improved customer service, a more modern public image, decreased traffic congestion around post offices. Adaptable for other uses (hotels, hospitals, pharmacies, etc.), the system sells from \$15,000 to \$20,000. Seeking agents, distributors, licensees. WRITE: Thom Robertson, Tonix Corp., Dept. CN, 3533 Ryder St., Santa Clara, CA 95051 U.S.A.

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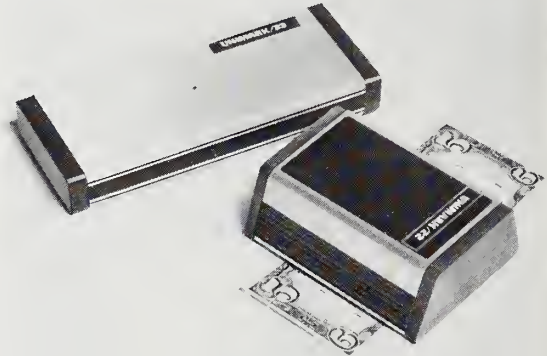
INKLESS FINGERPRINTING SYSTEM -- The "Touch Signature" according to the company, is a hand-held stamp about the size and shape of a doorknob that prepares checks or other documents for receiving permanent fingerprints. Because the system is quick and inkless, creating no awkward mess, it is suitable for banking and other operations dealing with large numbers of people. The firm says it is such an effective deterrant to fraud that other safeguards (multiple identification cards, etc.) may often be reduced. Price range is \$33 to \$66. WRITE: Oscar R. Pieper, Identicator Corp., Dept. CN, 1150 Bayhill Dr., Suite 111, San Bruno, CA 94066 U.S.A.

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AUTOMATIC CONTROL FOR HEATING/COOLING SYSTEMS -- This firm manufactures a wireless remote-controlled system that turns off heating and cooling equipment in buildings to save energy during nonworking hours. The "Energy Master" consists of a transmitter and clock that plugs into an electrical outlet. At a preset time, the transmitter signals a receiver to turn off the heater or air conditioner. Before the building is reoccupied, the unit brings the inside temperature back to normal. One system can control up to 496 thermostats. The Energy Master is said to save up to 50 per cent in fuel costs. WRITE: Stanley Spiegel, Energy Master, Inc., Dept. CN, Suite 1106, 535 5th Ave., New York, NY 10017 U.S.A.

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SOLID-STATE U.S. CURRENCY VALIDATING SYSTEM -- The "Unimark" Currency Validator is engineered to validate any U.S. bill from \$1.00 to \$100.00 or detect counterfeit currency. Lightweight, portable, easy to use, the "Unimark" examines microscopic details in the portrait image of a bill to determine whether it is genuine. Suggested for banks, retail establishments, hotels, currency exchanges, etc. The solid-state unit sells from \$99.50. The firm seeks distributors and agents. WRITE: James P. Gray, Great American Products Corp., Dept. CN, 2885 Homestead Rd., Santa Clara, CA 95051 U.S.A.

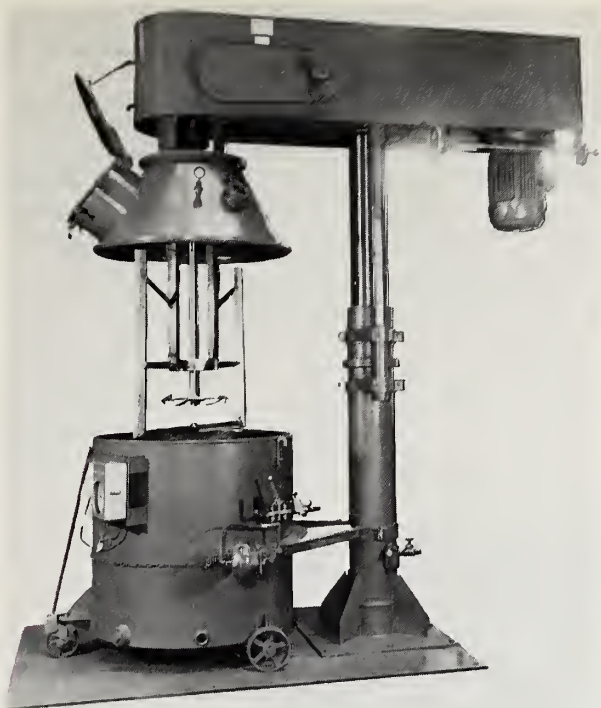


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CHEMICAL AND PETROCHEMICAL INDUSTRIES

MONITOR UNITS FOR ROTATING MACHINERY -- These machinery monitors are used to protect rotating machinery in the petrochemical and other industries. Information provided includes revolutions per minute, position, temperature (dual channel), and vibration (dual channel), and all functions have three individually adjustable set points. Machine operators are immediately warned of overheating, excessive vibration, etc. and, if the condition is not corrected, the process is automatically shut down. The monitors feature weather-proof and explosion-proof enclosures. Price range is \$800-\$2,000. The firm is seeking distributors or a joint venture. WRITE: Frank W. Peters, Franklin Systems Corp., Dept. CN, 733 Lakefield Rd., Westlake Village, CA 91361 U.S.A.

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HIGH-EFFICIENCY CHEMICAL MIXING SYSTEM -- Manufacturers of paints, adhesives, plastics, and similar products are the end-users of this concentric shaft mixer unit. The mixer incorporates two blades which can be operated individually or together. When both are used, the low-speed sweep blade follows the high-speed blade with precise concentric symmetry. This produces a vortex that results in a completely homogeneous mixture in an extremely short batch time - even when working with the heaviest materials. Price ranges from \$15,000 to \$100,000. Agents and distributors are sought. WRITE: Harold Steele, Hockmeyer Equipment Corp., Dept. CN, 610 Worthington Ave., Harrison, NJ 07029 U.S.A.

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INEXPENSIVE FILM BASE/BINDER FOR SIZING PURPOSES -- This firm says it has evolved new manufacturing techniques which permit it to offer polyvinyl alcohol products at significantly reduced costs. These products are recommended to manufacturers of adhesives, textiles, paints, construction chemicals, and all vinyl polymer chemicals as a superior film base or binder for sizing needs. A number of base products are offered both as pure polyvinyl alcohols ("Seyconol") and as compounded materials ("Seycofilm"). High, medium, and low viscosity ranges are available, as well as fully and partially hydrolized grades of products. Priced at \$1.26/kg. WRITE: Robert Forbes, Siga, Inc., Dept. CN, 80 Broad St., N.W., Atlanta, GA 30303 U.S.A.

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CLEANING DEVICE FOR CONVEYOR BELTS -- Heavy-duty, ridged cleaning elements give the "Surfbelt Cleaner" long-lasting efficiency in removing the residue of bulk materials (such as coal, sulphur, fertilizers, salt, etc.) from industrial conveyor belts. It is said to be especially effective with wet belts and in sub-zero weather since the cleaning segments will not clog under these conditions. Each system is built to the customer's specifications. The entire product, with power-driven drive shaft, sells from \$3,000 to \$4,000. WRITE: Richard L. Rebottini, Surftex Company, Inc., Dept. CN, 66 Malts Lane, North Huntingdon, PA 15642 U.S.A.

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EMULSIFYING AGENT FOR CLEANING COMPOUNDS -- A new detergent base has been developed by this firm which is said to show superior qualities in emulsifying greasy, oily soil. "ACTIV 8000" is offered as a raw material for use in manufacturing all-purpose cleaners, degreasers, wax strippers, etc. The manufacturer says that cleaners made with "ACTIV 8000" are more effective than those made with butyl and lack their disadvantages. "ACTIV 8000" has no odor itself and causes no gagging vapors when sprayed. Price range is \$1.59 to \$1.84 per pound (0.45 kg). WRITE: R.H. Jarden, Bullen Chemical Co., Dept. CN, Hook Rd., Folcroft, PA 19032 U.S.A.

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COMMUNICATION SYSTEMS AND EQUIPMENT

REMOTELY OPERATED VHF TELEVISION TRANSMITTERS -- This firm manufactures unattended service, fully remote controllable, color television transmitters in 100 watt and 1 kilowatt ratings. The units are said to display the characteristics of the most advanced design techniques: outstanding picture and sound quality, long-term stability, high reliability, and low operating cost. The manufacturer notes that these models are unsurpassed in self-diagnosing/self-bypassing capabilities in the event of a fault overload. Price range is \$20,500 to \$42,000. WRITE: Stephen T. Nicol, Howe-Yin Research Co., Inc., Dept. CN, P.O. Box 3518, Fremont, CA 94538 U.S.A.

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FINGERTIP CONTROL FOR ELECTRONIC RADIO RECEIVER -- "The Touch" Radio Receiver allows the user to receive any of 15,357 discrete frequencies by merely entering the frequencies on the pressure-sensitive keyboard. If desired, sixteen channels can be automatically scanned for active frequencies or all possible frequencies can be searched for an active transmission. An LED readout displays frequencies to within .5 KHz accuracy. "The Touch" can also be set to permit calls on one frequency to override all others. Sells from \$329. WRITE: Steve Crum, Regency Electronics, Inc., Dept. CN, 7707 Records St., Indianapolis, IN 46226 U.S.A.

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POWER SUPPLY CONVERTS MOBILE RADIO TO BASE STATION -- Representatives and distributors are sought for these "Base Maker" power supplies, designed to convert mobile two-way radios and other equipment into a base station for a home, cabin, boat, or any location where AC voltage is available. The supplies are precision designed to eliminate changes in voltage caused by load and power line variations. Price range is \$35 to \$220. WRITE: Lynn LeMay, B Industries Inc., Dept. CN, 3811 North 34th Ave., Phoenix, AZ 85017 U.S.A.

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COMPUTERS AND PERIPHERALS

DATA PROCESSING SYSTEM FOR DISTRIBUTED FACILITIES -- Flexibility is the key feature of this data processing system designed for computer users who need to distribute processing resources among a number of operating facilities. The "System 7000" provides a master control terminal, with 64,000 bytes of semiconductor memory, supporting 7 local or remote terminals and a variety of peripherals. Any or all terminals can perform data entry and processing, file management, and data communications functions concurrently. The firm says the "System 7000" offers flexibility, performance, and expandability unique for a system so compact. The firm is seeking distributors. Sells from \$15,000 to \$75,000. WRITE: J.R. Guerrero, Inforex, Dept. CN, 21 North Ave., Burlington, MA 01803 U.S.A.



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DISK OPERATING SYSTEM FOR MICROCOMPUTERS -- "FAMOS" is the first multi-tasking disk operating system for 8080 microcomputers. The manufacturer says it permits low-cost microcomputers to be used extensively in place of more expensive equipment for data processing. The system uses dynamic memory allocation and extensive dynamic buffering to conserve memory. It also features multi-sessioning, multi-user security with passwords and file protects, a dual-mode text editor, over 35 resident system functions, and full accounting service. Suggested for schools, small and large businesses, airlines, etc. Price range is \$2,000 - \$3,000. WRITE: Donald Pilipovich, MVT Microcomputer Systems, Inc., Dept. CN, 21822 Sherman Way, Canoga Park, CA 91303 U.S.A.

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PORTABLE TERMINAL INTERFACES WITH ANY MINI/MICROCOMPUTER --

The "Serial Box" is an interactive, portable terminal engineered to interface with any mini/micro computer in applications where ruggedness and extreme reliability are mandatory. Uses include data loading and logging for military applications (shipboard, airborne, truck-mounted), oil exploration, medical industries, universities, etc. The system consists of a 1 megabyte direct access tape drive, a full ASCII keyboard, a 40 character plasma display, an RS-232 port, and a microprocessor controller, all contained in a compact case. Sells for \$6,000. WRITE: Ms. L. McCully, Computer Operations, Inc., Dept. CN, 9700-B Palmer Hwy., Lanham, MD 20801 U.S.A.

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LOW-COST COMPUTER TAPE STORAGE SYSTEM --

The "Carousel Data Tape System" is a low-cost, high-capacity data storage device for use with micro and mini-computers. Resembling an oversized 35 mm circular slide projector, the system houses 16 quarter-inch (.64 cm) tape cartridges in a removable pack. The tape used is the 3M style with a transfer rate of 8,000 bytes per second. Search speed is 3.1 meters/second, rewind speed is 4.6 meters/second. Two independently operated microprocessor units handle interface disciplines and protocols and simplify other tasks. Price ranges from \$5,000 to \$9,500. WRITE: Wilbert Riley, OpScan, Division of NCS, Dept. CN, P.O. Box 40, Newton, PA 18940 U.S.A.

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MICRO-DISC COMPUTER TERMINAL -- This powerful, flexible micro-disc terminal is designed to provide users of data terminals and small systems with increased storage capacity and cost-saving performance. The desk top terminal uses inexpensive, removable magnetic diskettes that hold over 256,000 characters each. These are engineered to store, retrieve, and edit data easily, quickly, economically. The firm also notes that the unit can be made to interface with virtually all data processing equipment. Price: \$2,595. WRITE: Stanley R. Kneppar, Techtran Industries, Inc., Dept. CN, 200 Commerce Dr., Rochester, NY 14623 U.S.A.

LOW-COST MULTICHANNEL ANALYZER -- This firm is introducing an extremely low cost multichannel analyzer designed for universities, nuclear installations, research laboratories, and other users. The "Model 256" offers several features: a 256 channel memory that may be divided into two 128 channel sections, 10^5 count capacity per channel; a direct digital readout for any selected channel; addition or subtraction of data (for normal accumulation or spectrum stripping); integral pre-amplifier compatible with PMT anode signals; output for any X-Y monitor oscilloscope with linear or log display; solid-state electronics. Priced from \$2,100 to \$2,500. WRITE: James W. Bibb, The Nucleus, Inc., Dept. CN, P.O. Box R, Oak Ridge, TN 37830 U.S.A.

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MAGNETIC TAPE CLEANING SYSTEM -- Computer users will be interested in this high-speed magnetic tape cleaning system. The manufacturer says that this model can clean a 10 1/2 in (27 cm) reel of tape with 90% efficiency in about three minutes. Using one sapphire blade, the cleaner operates at 300 in (762 cm) per minute, automatically wiping both sides of the tape 4 times during a complete cycle. The unit also features precision guiding, electronic brakes which never need adjusting, and operational simplicity to reduce confusion and errors. Price is \$2,500. WRITE: Frank J. Bunn, BOW Industries Inc., Dept. CN, 5819 Seminary Rd., Bailey's Crossroads, VA 22041 U.S.A.

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RECORDING SYSTEM FOR DATA COMMUNICATIONS -- "Epitape" is a magnetic tape recording system designed to record digital data communications and, especially, recurring errors for later analysis and remedial action. The unit can record full duplex data, with as many as 6 status signals, at speeds up to 9,600 bits per second. Any line discipline (Async, Bisync, SDLC, etc.) may be used. Features, such as a four-digit tape position indicator allowing errors to be pinpointed to within 8 in (20 cm) of cartridge tape, facilitate operator use. This real-time recorder sells for \$5,750. Agents and distributors sought. WRITE: Roy Ostrander, Epicom, Inc., Dept. CN, 592 N. Douglas Ave., Altamonte Springs, FL 32701 U.S.A.

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DATA PROCESSING SYSTEM AUTOMATES AUTO INSURANCE -- The "FAM-V" Data Processing System can completely automate any or all processes involved in issuing automobile insurance. Automobile rating, quotations, policy issuance, renewals and endorsements, billing and premium accounting, claims processing, are possible areas of use. Clerical labor is greatly reduced while timely, accurate information becomes readily available. The "FAM-V" System may be quickly and economically modified to fit conditions in any country. Inquiries from agents, distributors, licensees are welcome. WRITE: Jack D. Gulati, General Data Systems, Ltd., Dept. CN, 1520 Locust St., Philadelphia, PA 19102 U.S.A.

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COMPUTER GRAPHICS SYSTEM -- New advances in computer graphics are reflected in this line-drawing "Picture System 2". The system produces representations of two- or three-dimensional objects including such dynamic functions as rotations, changes of scale, reflections, perspectives, etc. The firm says the unit incorporates high-performance hardware and powerful software to insure the utmost in reliability. Applications in research, designing, manufacturing, and education. The system sells for \$78,500. WRITE: Vel S. Casler, Evans & Sutherland Dept. CN, 580 Arapen Dr., Salt Lake City, UT 84108 U.S.A.



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CONSUMER GOODS

NEW SKIN-CARE COSMETICS -- This firm offers a variety of inexpensive skin-care cosmetics especially formulated for dry problem skin. "Derma-Glo" products are said to include the finest natural ingredients and are medically pure to be as hypoallergenic as possible. The creams act quickly to revitalize moisture-starved skin, and help maintain normal skin. Attractive fragrances (apricot, red roses, cocoa butter, etc.) increase their general appeal. Treatment ingredients and vitamin additives are listed on each product to assure quality. Priced from \$3.50 to \$5.00. WRITE: Roger Torrison, Chanon Cosmetic Corp., Dept. CN, 13407 Saticoy Street, North Hollywood, CA 91605 U.S.A. (See photo below.)



PIERCED EAR PROTECTORS -- "E'arrs" are miniature sleeves, made of non-allergenic, non-irritating polyethylene and designed to fit over the posts of most pierced earrings. The manufacturer says they enable the user to wear any pierced earring, including costume jewelry, without discomfort. The need for special earrings is completely eliminated since "E'arrs" are easily transferred from one set to another. Priced from \$18.00 to \$22.50 per dozen. WRITE: Richard J. Pope, E'arrs, Inc. Dept. CN, P.O. Box 1375, Gainesville, GA 30501 U.S.A.

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TENSIOMETER MONITORS WATERING OF HOUSEPLANTS -- This device is specifically engineered to measure the moisture content of soil around houseplants. A smaller version of a device farmers and gardeners have used for years, the "Jack in the Pot" automatically pops up whenever plants require watering. The manufacturer says it takes the guesswork out of watering; roots are assured of the oxygen they need to stay healthy. Accurate, yet inexpensive, the "Jack in the Pot" is simply pushed into the soil around the plant. The rest is automatic. Priced from \$2.00 to \$3.00. WRITE: Lee E. Whitson, Jack in the Pot Company, Dept. CN, 166 North Carmalina Ave., Los Angeles, CA 90049, U.S.A.

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PLANT MOISTURE INDICATOR -- This company says the "Watertime" is the most revolutionary moisture indicator to date for people who take their plant-care seriously. This instrument (in the shape of a butterfly) gives accurate watering guides for more than 6 months which is said to be 3 times longer than any non-mechanical indicator now available. Not only is it highly decorative, but prevents indoor plant failure from over watering or under watering. Sells for \$1.25 retail and is suggested for lawn and garden distributors, plant shops and nurseries, etc. Write: Bernard T. Corbin, Compac Industries, Inc., Dept. CN, 1446 Tully Rd., N.E., P.O. Box 29663, Atlanta, GA 30329 U.S.A.



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POTABLE WATER, BEVERAGES IN LIGHTWEIGHT PACKAGE -- "Aquapak" is a strong, lightweight, plastic package holding 8 oz (.225 l) of pure, potable water or a flavored drink. The manufacturer says the pillow-pouch package keeps the contents pure and bacteria-free while simplifying transportation and storage. The pouch can be refrigerated or frozen although it stores indefinitely at room temperature. Suggested for construction companies, foresters, campers, relief workers, diaster teams, field hospitals, etc. Sells for \$.35 per unit. WRITE: F.J. Spencer, International Management Services, Dept. CN, 18718 Martinique Dr., Houston, TX 77058 U.S.A.

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CARPET CLEANER USES PRESSURIZED HOT WATER AND DETERGENT -- This "XL Kleen" Carpet Cleaner loosens stubborn dirt and grime from carpets with pressure jets of hot water and detergent, then removes the soil and fluid with a powerful vacuum action. Safe and effective, the firm says, on all kinds of carpets, the "XL Kleen" has quality features and components usually found on machines costing three times as much. A clear plastic bubble permits the user to watch soil being removed. Suggested for public, private, and commercial buildings of all kinds, the unit sells from \$495 to \$525. Distributors are sought. WRITE: James K. Evans, Excelsior Crafts, Inc., Dept. CN, 2601 Kutztown Road, Reading, PA 19605 U.S.A.

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CLEANING COMPOUND FOR CONCRETE AND ASPHALT -- This firm says its "Mr. Saver Concrete and Driveway Cleaner" removes dirt, oil, and grease from asphalt or concrete surfaces quickly and easily. The surface is first wet, then "Mr. Saver" is sprinkled over the surface. After 20 minutes, the dirt is brushed away and the floor flushed with water. Elapsed time is as little as 30 minutes. Ideal, the firm says, for driveways, garages, basements, etc. Two-pound containers (.9 kg) retail for approximately \$2.00. WRITE: Lionel Glauberman, Malco Products Inc., Dept. CN, 361 Fairview Ave., Barberton, OH 44203 U.S.A.



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REUSABLE "DRIP LIP" FOR PAINT CANS -- The "Drip Lip" is a durable plastic cap, engineered to fit all standard gallon and quart paint cans, which will prevent paint from running into the lip of the can or down the sides. Problems with resealing cans, reading painted-over labels, and avoiding messes are all but eliminated. The "Drip Lip" includes a pouring spout and a brush bar for holding the paint brush when not in use. A clean sealing rim assures a tighter seal and long shelf life for paints. This product sells for \$1.49. The firm is seeking licensees and distributors. WRITE: Michael Nestor, NesMar Developing, Dept. CN, P.O. Box 7498, San Diego, CA 92107 U.S.A.

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PORTABLE MIRROR ADHERES TO MOST SURFACES -- This lightweight cosmetic mirror combines several features which make it an ideal accessory for travelers. The unbreakable plastic mirror offers a normal reflection on one side and a magnified view on the reverse. Concealed suction cups on the unit's base adhere to almost any smooth surface (table tops, cabinets, walls, wall mirrors, etc.) while the mirror's stem can be extended from 6 to 28 inches (15 to 71 cm) for difficult viewing angles. The "R-1 Magi Mirror" retails for \$13.00. WRITE: Joseph Zalman, Electro Optix, Inc., Dept. CN, 307 5th Ave., Suite 1208, New York, NY 10016 U.S.A.



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FRAGRANT DEODORIZING BAR FOR DRAWER OR PURSE -- "Sachet Fragrance Bars" are formulated to freshen linen, lingerie, sweaters, and anything kept in a drawer or purse. Made only from natural ingredients, "Sachet" deodorizes effectively and continuously with its strong, long-lasting scents: musk, lemon, lavender, strawberry, bayberry, and potpourri. The manufacturer says it will not melt or stain clothing. Wholesale price is about 25¢ per bar. The firm welcomes distributor inquiries. WRITE: Kim Tyler, Abto International, Inc., Dept. CN, P.O. Box 3261, Trenton, NJ 08619 U.S.A.

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WOODEN-SOLED FOOTWEAR -- Superior design, materials, and workmanship, according to this company, make "Dania" shoes and boots among the most comfortable available. The bottoms of these shoes are made of beech or maple wood, stained light brown with a special finish, while the upper parts are made of acid- and mildew-resistant leather. The heels are cushioned with a 1/2 in (1.25 cm) layer of rubber material. The footwear also features an orthopedic design with a cushioned leather insole to provide a more comfortable fit for the foot. Price range is \$18-\$25. Distributors and agents are sought overseas. WRITE: Howard M. Juel, Dania Sko Inc., Dept. CN, P.O. Box 216, Kimballton, IA 51543 U.S.A.

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TRANSPARENT SUN VISORS FOR AUTOMOBILES -- "See-Thru Safety Sun Visors" provide, according to this firm, a functional new approach to safer, more comfortable driving. Intended to replace standard nontransparent sun visors, these shatter-resistant, tinted plexiglass shields present a clear, unobstructed view of the road even in bright sunlight. Readily positioned to provide the most effective defense against bright sunlight, the shields eliminate the need for sun glasses or similar shading devices while driving. Suggested for emergency vehicles, taxis, mass transit vehicles, as well as ordinary passenger cars. Lists from \$20 to \$35. WRITE: Fred C. White, White Products Corp., Dept. CN, 6118 12th Ave. South, Seattle, WA 98108 U.S.A.

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METRIC BARS FOR MAKING MACHINE KEYS -- These are specially processed steel bars of the kind used in making machine keys. Users of tractors, powered lawn mowers, motors, or other power machinery, and home handymen requiring short lengths of steel bars, will find these perfect for their needs. The machine key bars are available in metric sizes of 4,5,6, and 7 mm. They are made slightly oversized to assure a snug fit, improved efficiency, and longer life. The ends of the bars are machine-cut, not sheared; all corners are sharp and square. Electroplating resists rust. Priced from \$2.00 to \$5.00. Stocking agents are sought. WRITE: F. J. DeVan, DeVan-Johnson Co., Dept. CN, 500 Rathbone Ave., Aurora, IL 60507 U.S.A.

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ENERGY: Solar

TEST UNIT MEASURES SUNLIGHT FOR SOLAR POWER SYSTEMS -- The "Sunstation" is said to be an easy, accurate, inexpensive way to obtain data on local sunlight conditions for designing efficient solar power systems. A small silicon power cell and electrochemical accumulator collect sunlight data on site. When the test period is completed, the amount of sunlight received by the station is read out and recorded which prepares the unit for reuse. Price is \$60. An automatic digital readout device is also available for use with the station. Price: \$565. The firm seeks agents and distributors. WRITE: Elliot Berman, Sun Systems, Inc. Dept. CN, 170 Granite Avenue, Boston, MA 02124 U.S.A.

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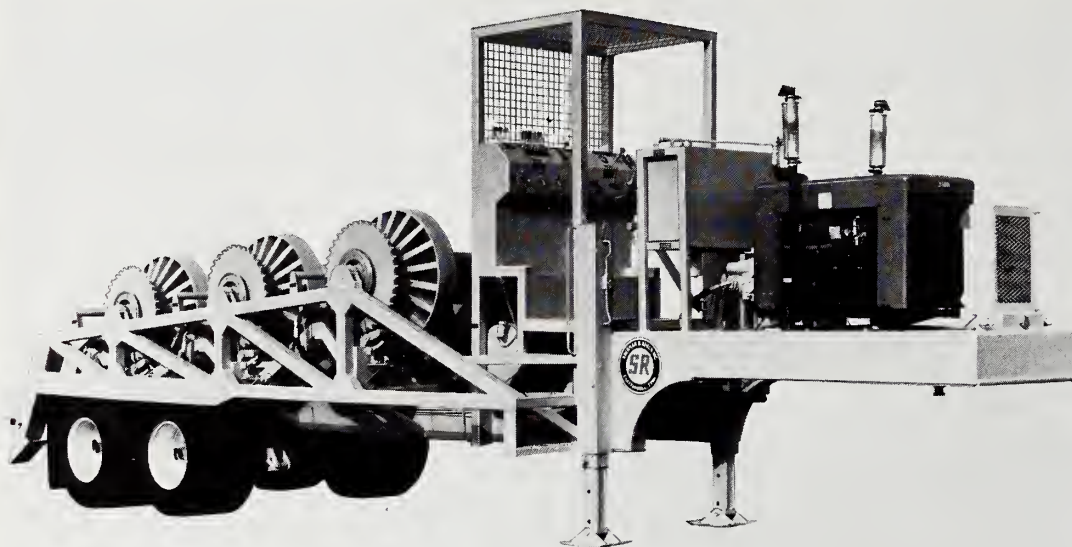
FLAT PLATE SOLAR ENERGY COLLECTOR -- Unlike conventional solar collectors, the firm says, the lightweight "Sunmat" has a unique non-metallic, liquid absorber plate and an extruded plastic frame designed to reduce corrosion problems and eliminate cracking from expansion/contraction. Since the collector weigh only 2 lbs. (.9 kg) per sq ft (.09 sq m), they are easy to handle and

install. The "Sunmat" provides heat for domestic hot water, space heating, agricultural uses, etc. WRITE: Howard Borman, HLB Export Limited, Dept. CN, 150 E. 35th St. GDN. #1, New York, NY 10016 U.S.A.

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ENERGY: Electric and Other (Machinery & Equipment for Production and Distribution)

PULLER MACHINE FOR UTILITY CABLES -- The manufacturer says this "Three Drum Puller" is ideal for pulling in overhead cables under full tension and at speeds up to 5 MPH (8 KPH). It is also recommended as a pilot line winder for stringing steel pulling cables under tension. Engineered for smooth, quiet operation, the unit's hydraulic drive assures constant, uniform tension on cables. Each of the puller's three drums is individually driven and has a pulling capacity of 5,000 lbs (2,250 kgs). End-users include electric and telephone firms, as well as power line contractors. Sells for \$75,000. WRITE: Wilford Caulkins III, Sherman & Reilly, Inc., Dept. CN, P.O. Box 11267, Chattanooga, TN 37401 U.S.A. (Photo below)



HAND-HELD STRIPPER TOOL FOR COAXIAL CABLES -- Electricians, utility firms, and others using coaxial cable will be interested in this new stripping tool designed to eliminate the trouble and hazards of stripping cable with knives or razor blades. Outer insulating layers may be quickly and safely removed from cable ends or center sections without causing nicks. Blades are adjustable for any depth strip on cables up to 9/16 in (14 mm) diameter. WRITE: R.S. Hatch, Ideal Industries, Inc., Dept. CN, Becker Pl., Sycamore, IL 60178 U.S.A.

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VOLTAGE REGULATOR FOR SENSITIVE LOADS -- This firm announces the availability of its new "ReguLineR" line voltage regulator, designed to protect sensitive loads (computers, control systems, etc.) from "brown-outs" and other voltage fluctuations. According to the manufacturer, the "ReguLineR" provides superior performance in efficiency, response time, load insensitivity and overload characteristics. The unit offers very low harmonic distortion and virtually no adverse affect on the input power factor. The regulator features an advanced solid-state control circuit and superior transformer design. Units are available with single phase outputs from 5 KVA to 60 KVA and from 15 KVA to 500 KVA three phase. Output voltage is regulated to within 2% over an input range of +10% to -20%. Sells from \$1,200 to \$15,000. WRITE: John N. Holscher, Solidstate Controls, Inc., Dept. CN, 600 Oakland Park Ave., Columbus, OH 43214 U.S.A.

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INFRARED RADIATION GENERATOR -- According to the firm, the "Super Ray Infrared Generator" produces middle wave length infrared radiation from ordinary fuel gas with twice the efficiency of ceramic or metal screen burners. A unique method of combusting fuels within the radiant panel produces unique advantages: 1) greater combustion efficiency, low pollution emissions, and high conversion of fuel to radiation; 2) starting or stopping in less than 5 seconds; 3) fuel consumption and costs 50% less than conventional burners. Panels of various shapes and sizes are available. Price ranges from \$300 to \$1,000. Suggested for industrial space heating and for drying or curing operations. WRITE: Thomas M. Smith, Marsden Manufacturing Company, Dept. CN, 1812 Underwood Blvd., Delran, NJ 08075 U.S.A.

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HAND-HELD UNIT RECORDS READINGS FROM UTILITY METERS -- Gas, water, and electric companies, faced with the task of collecting readings from thousands of meters, will be interested in the "Utilicorder" - a hand-held recording device that replaces "meter books" and awkward recording methods. The "Utilicorder", loaded with information from the firm's billing computer, gives addresses, meter locations and serial numbers, high-low range estimates for each meter. Readings are entered, checked against the high-low estimates for immediate verification, and later transferred to the billing computer. Interfaces with almost any computer system. Sells for \$2,270. WRITE: Orville Griffin, Utility Devices Inc., Dept. CN, 321 Lawndale Dr., Salt Lake City, Utah 84115 U.S.A.

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NEW DIELECTRIC-COOLANT MINIMIZES FIRE RISK -- "RTemp Fluid" is a new liquid dielectric-coolant formulated to reduce the risk of fire in transformers. It is not a silicone, but rather a paraffinic hydrocarbon with a high molecular weight and a very high fire-point of 312 degrees C. "RTemp" offers

excellent dielectric qualities, the company says, without danger to the environment since it is biodegradable, non-bio-accumulating, and non-toxic. Price per gallon is \$6.90 to \$8.35. WRITE: C. Patrick McShane, RTE Corp., Dept. CN, 1900 E. North Street, Waukesha, WI 53186 U.S.A.

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NEW UNIT TAPS COOLING SYSTEMS FOR HEAT -- The heat generated by central air conditioning or commercial refrigeration can now be reclaimed for space heating and hot water supplies. The "Econ-O-Mate" quickly pays for itself, the manufacturer explains, by capturing a large part of the energy ordinarily wasted by cooling systems. The final result is savings both of energy and heating costs. Less costly, the firm states, than conventional systems, the "Econ-O-Mate" is recommended for supermarkets, dairy farms, restaurants, private residences, and others. WRITE: Joseph Mihaly, Sun-Econ, Inc., Dept. CN, Northway 10 Ushers Rd., Ballston Lake, NY 12019 U.S.A.

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PLUG-IN ELECTRICAL CONNECTOR FOR UNDERSEA USE -- A new underwater plugable electrical connector is now available for use under water and in other abusive environments. Named the "SEA-LOC" connector, it features corrosion-resistant heavy silver plated contacts, molded neoprene construction, and Posi-Seal locking. The "SEA-LOC" is available as a one or two pin connector to straight or coil cords and as a bulkhead for waterproof housing. The unit's amperage rating is 13 and it is pressure tested to 10,000 PSI. Custom moldings are available. WRITE: Scott Penwarden, Underwater Kinetics, Inc., Dept. CN, 7052 Convoy Court, San Diego, CA 92111 U.S.A.

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ELECTRONIC COMPONENTS

NEW CIRCUIT FOR LOW-COST RECTIFIERS -- The "Zagreb Circuit" is used in making rectifiers destined for use in chrome-plating, anodizing, and similar plating processes. The firm says use of this component can lower the cost of producing rectifiers by reducing the size of necessary components. A supply transformer is connected to the taps of a 3-phase autotransformer and switches are employed. In the high range of variable output power, a current reduction is realized such that, for any given KVA rating, the size of the autotransformer and associated components can be reduced by 42%. Priced from \$1,000 to \$10,000. Inquiries from licensees, agents, distributors are welcome. WRITE: William L. Fisher, KVA Rectifiers, 1051 Naughton, Room 202, Troy, MI 48084 U.S.A.

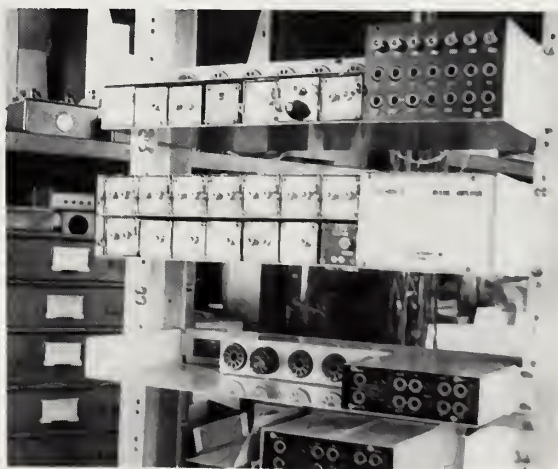
MINIATURE DIRECT CURRENT AMPLIFIER -- This direct current amplifier is said to offer high power from a miniature system. Internal resistors permit connection with voltage feedback (gain of 20 volts per volt) or current feedback (gain of 0.5 amps per volt). The output power bridge can drive loads up to 200 watts with the case temperature as high as 90 degrees C. An internal current limiting circuit limits the output bridge current to 0.2 amps by adding external resistors. The unit is applicable to military uses (tanks, aircrafts, ships, etc.), commercial aircraft, process control, machine tool control, etc. Price is \$250 in quantities of 100. WRITE: David Katz, The Singer Co., Kearfott Division, Dept. CN, 1225 McBride Ave., Little Falls, NJ 07424 U.S.A.

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CHARGE-SENSITIVE PREAMPLIFIER/DISCRIMINATOR -- This electronic component is a charge-sensitive preamplifier/discriminator and pulse shaper developed especially for instruments using photomultipliers, channel electron multipliers, and other charge-producing detectors in the pulse counting mode. Since it is only about the size of a fingernail and has low power dissipation, it is ideal for mounting close to the collector of the multiplier. Price is \$100 to \$300 depending upon the quantity ordered. WRITE: John A. Pantazis, Amptek, Dept. CN, 6 De Angelo Drive, Bedford, MA 01730 U.S.A.

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FLEXIBLE MODULAR AMPLIFIER SYSTEM -- The "TLC 5000" System allows the user to "customize" an amplifier system to meet any combination of input and output channels totalling up to 14. The system consists of a frame with self-contained power supply and sockets for up to 14 individual amplifiers. The user may choose the number of amplifiers needed. Leveling and equalization of incoming signals are handled separately for each channel. Designed for conferences, paging, interfacing with computer terminals and tasks in which multi-channel mixing and branching are used. Sells from \$300 to \$800. WRITE: Emil G. Nichols, ITI Electronics, Inc., Dept. CN, 369 Lexington Ave., Clifton, NJ 07015 U.S.A.



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SEMICONDUCTOR FUSE -- "Buss Semiconductor Fuses" automatically protect semiconductor devices from excessive current amperage. Four features are stressed by the manufacturer: 1) Very quick fault clearing and extremely low I^2t (ampere-squared-seconds) which limits the time semiconductors are exposed to disruptive current; 2) protective features limiting destructive amperage; 3) protection in one fuse for both AC and DC circuits up to 700 volts; 4) sharp cutoffs on DC faults. For speed control operations in industry, and for rectifiers, inverters, etc. Price range is \$3.00 to \$50.00. Distributors are sought. WRITE: C. Cadwallader, Bussman Manufacturing Co., Dept. CN, 502 Earth City Plaza, Earth City, MO 63045 U.S.A.

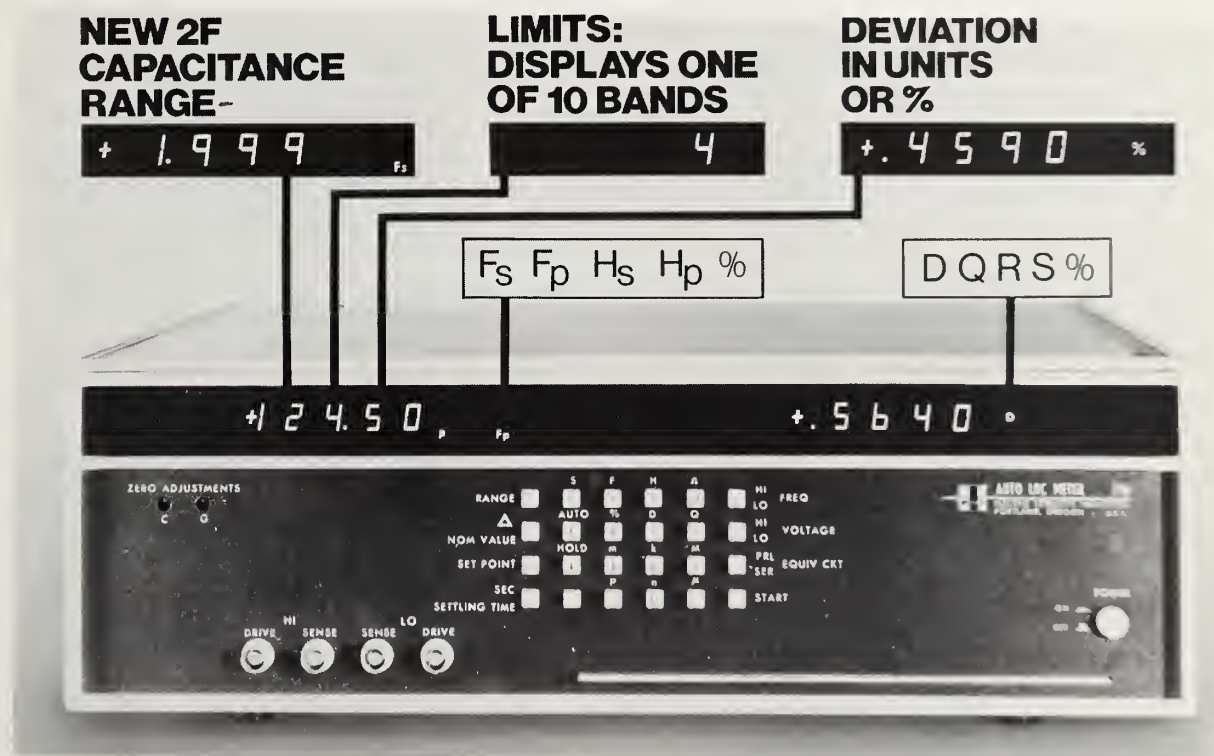
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ELECTRONIC INDUSTRY PRODUCTION AND TEST EQUIPMENT

TRAINING AID FOR USE OF LINEAR INTEGRATED CIRCUITS -- This firm is offering "The Builder", a practical training kit for teaching applications of Linear Integrated Circuits (LIC's) in telecommunications and biomedical electronics. The kit includes necessary components and a comprehensive lab manual detailing over 80 instructive projects for the learner. The latest practical uses of LIC's are made clear - operational amplifiers, oscillators, telemetry circuits, analog function circuits, pacemakers, etc. Price is \$400-\$700. The company is seeking overseas agents. WRITE: John S. Taylor, OMG Techsource Company, Dept. CN, 6821 Reisterstown Road, Baltimore, MD 21215 U.S.A.



TEST UNIT MEASURES L,R,C OF ELECTRONIC COMPONENTS -- This is a microprocessor-controlled, automatic LRC meter designed to make high-speed measurements of the inductance (L), resistance (R), capacitance (C), and conductance (G), of electronic components and to calculate the D and Q factors. Fast, accurate measurement of a wide range of variables make this meter, according to the firm, a uniquely valuable unit for makers of capacitors, resistors, and inductors. Simple manual programming, flexibility of application, and plug-in optional accessories help to tailor the meter to individual operations. Price ranges from \$5,000 to \$6,000. WRITE: William H. Greer, Electro Scientific Industries, Dept. CN, 13900 N.W. Science Park Dr., Portland, OR 97229 U.S.A. (See photo below.)



COMPUTERIZED SEMICONDUCTOR ANALYSIS -- This is a computerized system designed for the variety of data acquisition and analysis functions necessary for semiconductor measurements. The "CSM System" adds the new dimension of computerized analysis to the measurement of, and computation with, any combination of capacitance, voltage, current, or time. Typical applications include measurement of C-V data for MOS devices or PN junctions, I-V curves and series resistance, etc. The system contains a microcomputer and terminal, capacitance meter, digitally-controlled power supply, current monitor, and software for data analysis. Sells for \$14,000. WRITE: B.J. Gordon, Materials Development Corp., Dept. CN, 1513 6th Street, P.O. Box 1888, Santa Monica, CA 90401 U.S.A.

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SILVER-COMPATIBLE DIELECTRICS FOR CERAMIC MULTILAYER CAPACITORS -- This new line of preformulated dielectrics is specifically designed for compatibility with Silver/Palladium internal electrodes. This offers manufacturers of ceramic multilayer capacitors a lower cost electrode system without sacrificing performance or necessitating major changes in the manufacturing process. Dielectrics now available are an NPO (A600) with a dielectric constant (K) of 60, an X7R (H202) with a K of 2000, and a Z5U with a K of 7500-8000. All fire at 1290 degrees C (2,354 degrees F) or below and are compatible with 60Pd/40Ag internal electrodes. Priced under \$8.00/lb. (.45 kg). WRITE: Gene L. Thomas, Solid State Dielectrics, Inc., Dept. CN, 11078 Fleetwood St., Sun Valley, CA 91352 U.S.A.

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AUTOMATED SOLDER MASKING SYSTEM FOR PCB ASSEMBLIES -- A new machine now makes it possible for one operator to uniformly and accurately mask gold fingers on up to 1,200 printed circuit boards (PCB) per hour. The manufacturer says this unit replaces tedious, expensive hand masking and offers less risk of damage to delicate assemblies. At the same time, it streamlines production and results in more durable protection against gold loss, scratches, and other serious defects. Current price is \$18,000. WRITE: Richard R. Rosa, Lancer Chemical Inc., Dept. CN, 80 Cutler St., Warren RI 02885 U.S.A.

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ION IMPLANTATION SYSTEM FOR SEMICONDUCTORS -- Said to be the smallest system of its kind available, the "Aim 210" Ion Implanter uses only cryogenic pumps to reduce the number of mechanical pumps needed and eliminate the need for diffusion pumps and liquid nitrogen. Though this markedly reduces the system's size and weight, it is still capable of processing 300 semiconductor wafers per hour. Power consumption is reduced to 10 kva and the risk of oil contamination eliminated. Priced at \$180,000. The firm is seeking representatives. WRITE: Stephen H. Maxman, Accelerators, Inc., Dept. CN, P.O. Box 17068, Austin, TX 78760 U.S.A.

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CUSTOMIZED MULTIFREQUENCY OSCILLATORS -- This company offers low cost multiple frequency oscillators custom-built to match the user's load and power supply. Any fixed output frequency is available, from 50Hz to 10MHz, in any combination of pulse, squarewave, or sinewave output forms. The total harmonic distortion on sinewave output, according to the firm, can be less than 1%. WRITE: J. Hoag, The Connor-Winfield Corporation, Dept. CN, West Chicago, IL 60185 U.S.A.

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FOOD PROCESSING AND PACKAGING MACHINERY AND EQUIPMENT

SWINGING COLD STORAGE FIRE DOORS -- Because of their special fire-resistant construction, this company says, the "Alltemp" doors are the first swinging cold storage fire doors clad in stainless steel which have won the Underwriter's 3-hour Class A fire label. They are also the only swinging fire doors available in stainless steel cladding for both cooler and freezer applications. Alternative models offer a sliding construction and/or galvanized finish. WRITE: George W. Hamilton, Jamison Door Co., Dept. CN, P.O. Box 70, Hagerstown, MD 21740 U.S.A.

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FORESTRY

(Including Pulp, Paper and Woodworking)

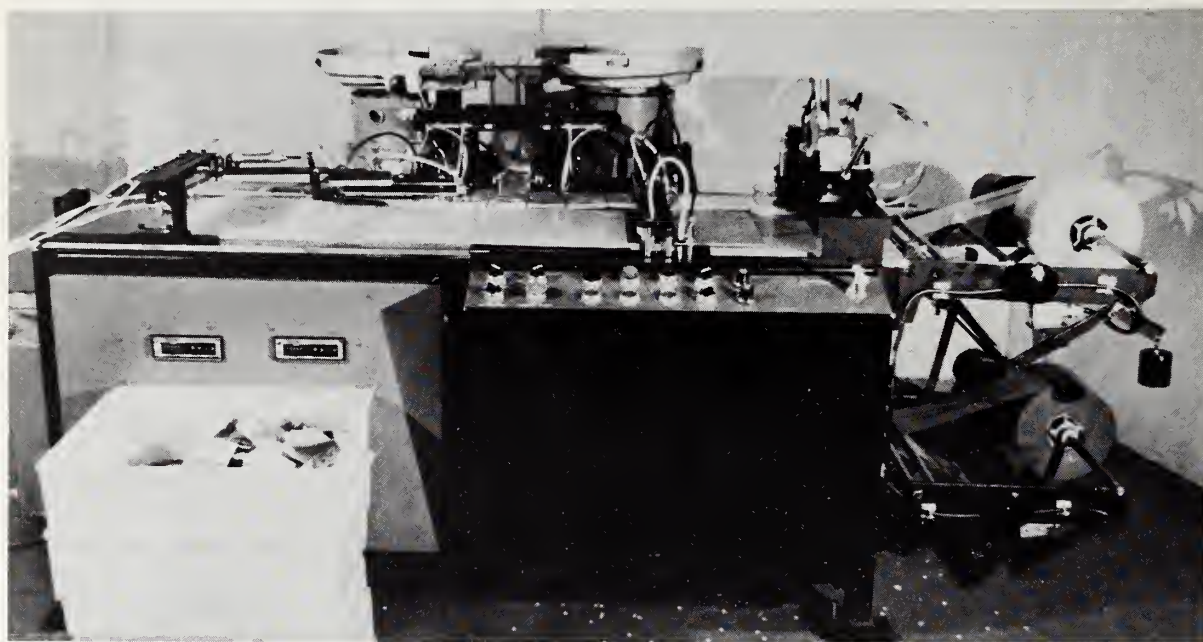
WOOD PRESERVATION PLANT -- This company says it is offering, for the first time on any market, an integrated plant for chemically treating green wood with preservatives and/or retardants. Possible uses for this plant include treatment of lumber, utility poles, railway ties, posts of all kind, etc. The equipment can be specifically designed to meet the end-user's particular needs. Priced at \$100,000 and up, including design, installation start-up, construction blueprints (floors, pits, support saddles, etc.), and on-the-job training for personnel. WRITE: Richard K. Elliott, Wood Preserving Systems, Dept. CN, P.O. Box 461, DuBois, PA 15801 U.S.A.

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PRECISION LOG CARRIAGE FOR SAWMILLS -- This company says that a new precision drive permits this log carriage to position logs more accurately for cutting. The result is greater lumber yield for volume of logs sawed. The unit's heavy-duty, all-steel construction is specifically designed for use in remote areas. Maintenance is simple and all parts are standard, readily available components. Intended especially for large logs with diameters of 36-84 in (0.9-2.1 m), the carriage sells from \$75,000 to \$150,000. The firm seeks sales agents in major lumber-producing regions. WRITE: J.D. Steadman, Prescott Co., Dept. CN, 2516 NW 29th Ave., Portland, OR 97210 U.S.A.

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GENERAL INDUSTRIAL MACHINERY AND EQUIPMENT (Including Process Controls)



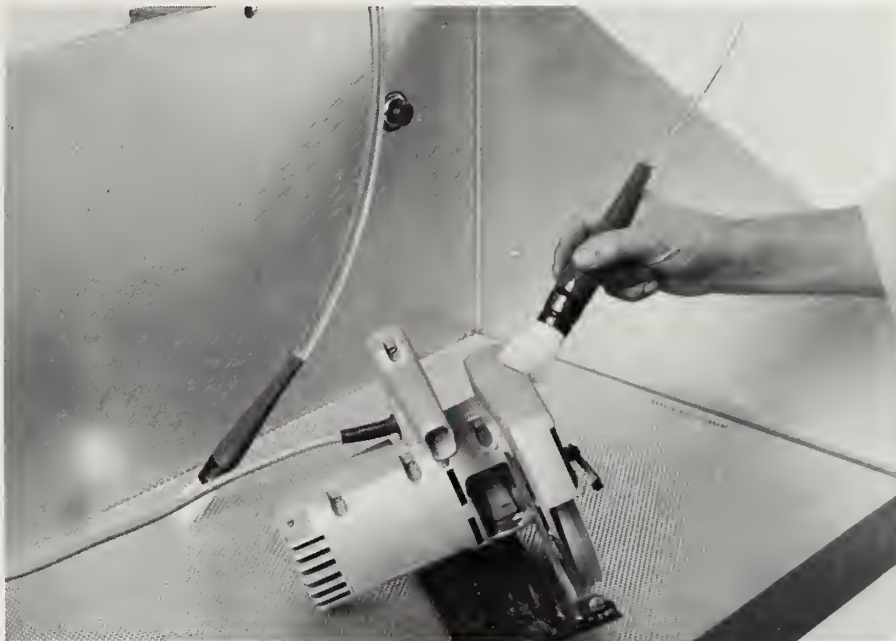
CUSTOM-BUILT FORM/FILL/SEAL BAGGING MACHINE -- "Flat-Pak"
Form, fill, and seal packaging equipment is custom-designed to automatically feed each manufacturer's product in the most effective way possible, according to this firm. The unit forms a side-seal, polybag package in any of several styles before loading the product, completing the seal, and discharging the finished pouch. Neat, displayable packages can be created for textiles, electrical hardware, pre-wrapped candies, etc. Price is \$20,000-\$45,000. WRITE: John Wojnicki, Action Packaging Automation, Inc., Dept. CN, Etra Rd.-R.D. #1, Hightstown, NJ 08520 U.S.A.

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INFRARED MOISTURE ANALYZER UNIT -- This product uses a new design to increase the reliability of infrared moisture analysis. The accuracy, stability, and reproducibility of other systems, according to this firm, are affected by temperature changes in components which alter the energy ratio of the measure and reference wavelengths in the outgoing beam. This unit samples the optical beam near the product sample to detect irregularities and to correct for them. Designed for continuous on-line use, the analyzer never contacts the product samples. Applications in food processing, chemical and petrochemical industries, pulp and paper industries, etc. Priced at \$7,500. WRITE: Stanley Barrows, Anacon Inc., Dept. CN, 30 Main St., Ashland, MA 01721 U.S.A.

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ECONOMICAL CLEANING SYSTEM FOR MACHINE PARTS -- The "Cycleen" System is designed to clean machine parts in the automotive, manufacturing, and electrical industries, and in maintenance facilities. Since the system's cleaning solvent recirculates and residue is removed, cost savings on solvents are said to be three times greater than that of other systems. Efficient, the firm says, and economical, the "Cycleen" System fits on top of a 55-gallon (209 l) drum of solvent at a convenient workbench height. The system's simple design and its large and small cleaning brushes make it easy to use. Sells for \$295. Stocking distributors are sought. WRITE: Robert R. Swanson, KGK International, Dept. CN, 3058-D Scott Blvd., Santa Clara, CA 95050 U.S.A. (See photo below)



NEW INDUSTRIAL ADHESIVE -- Monomer/Polymer Adhesives combine the properties of simple application, fast set, and high bond strength for a new solution to the problem of assembling dissimilar substrates. Intended to replace mechanical fasteners, spot welding, and awkward epoxy adhesives, these products yield bonds with high shear and peel strengths, excellent impact, and good overall chemical and environmental resistance. Full curing of the adhesives occur at room temperature, without prior cleaning of the metal surfaces or precise mixing of the product. Sold from \$5.00 to \$10.00/lb (.45 kg). The firm is seeking agents and distributors. WRITE: Thomas S. Toplisek, Pierce & Stevens Chemical Corp., Dept. CN, P.O. Box 1092, 710 Ohio St., Buffalo, NY 14240 U.S.A.

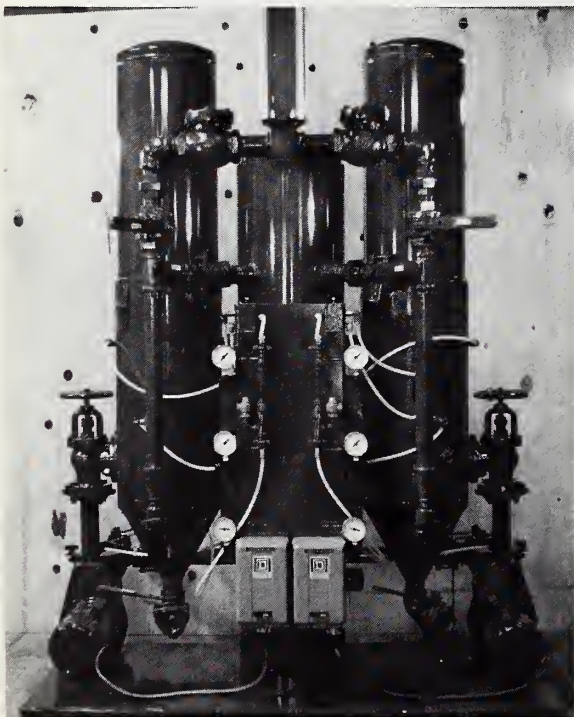
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PORTABLE DISPENSER FOR PLASTIC STRAPPING -- The "Porta-Strap" is a complete, convenient system for dispensing plastic strapping for many industrial uses. The low cost of the unit, according to the manufacturer, will recommend it for bundling objects and for securing loads to hand trucks or skids. The lightweight box contains 2,000 ft (610 m) of strapping (1/2 in (1.3 cm) wide) and 200 plastic buckles to join the strapping when necessary. Ideal for warehouses, small businesses, etc. Sells from \$7.00 to \$10.00. Distributor inquiries are welcome. WRITE: Robert I. Goldstein, RJM Manufacturing Inc., Dept. CN, 1428 Ford Rd., Cornwells Hts., PA 19020 U.S.A.

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LIGHTWEIGHT BAND SAW -- A new, lighter design in band saws has been developed by this firm to reduce the price of purchasing an efficient system. This unit is able to cut 2-in (5 cm) plexiglass or 6-in (15 cm) wood up to 38-in (91 cm) wide. The all-steel saw arrives pre-assembled and ready for smooth, quiet operation. Motor and blades are included. Price is \$1,475 FOB California. Distributor inquiries are invited. WRITE: Sid Derene, National Saw Works, Dept. CN, 935 Broadway, Chula Vista, CA 92011 U.S.A.

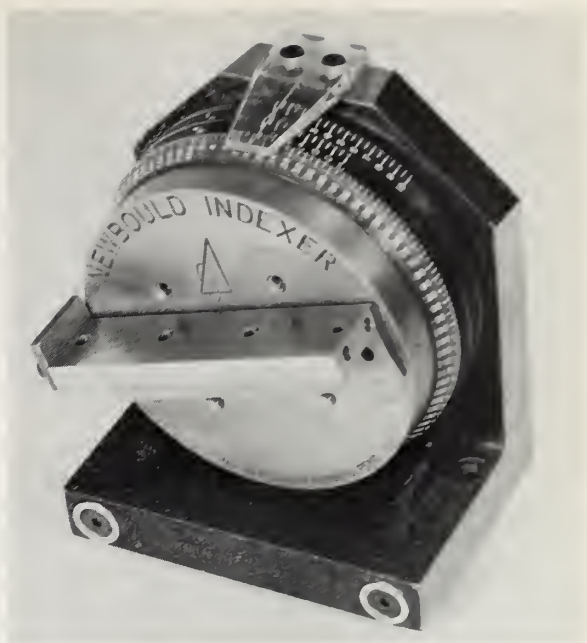
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SUB-MICRON FILTRATION UNIT FOR LIQUIDS -- Sub-micron filtration of water, solvents, machine-tool coolants, and other low viscosity liquids, on installations ranging from 50 to 85,000 liters per minute, is made possible by these flexible-tube filters. The company says the filters are made from braided strands of various materials for increased filtering surface and correspondingly greater filter capacity. After filtering, the tubes are relaxed, allowing dirt to be "bumped" from the tube surface. An automated system is said to be possible with unequalled efficiency, reduced maintenance, and complete recovery of liquids. Priced from \$2,000 to \$100,000. Agents and distributors are sought. WRITE: Roger B. Vannelli, Chem-San International, Dept. CN, 19 Gardner Rd., Fairfield, NJ 07006 U.S.A.

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SIMPLIFIED METHOD OF MEASURING ANGLES -- This mechanism is said to offer significant improvements in the measurement of angles. One version of this product, using only four simple parts, can divide a circle into 43,200 directly readable divisions for precise determination of angles. No calculations, charts, venier readings are involved. By lining up the desired degrees, minutes, and seconds, the unit can be set to a precise, locked angular position. Can be used for product inspection and machining operations, in protractors, angle plates and vises, rotary tables, in surveying and navigation, etc. Priced from \$385 to \$2,752. The manufacturer is interested in licensees. WRITE: Emil Loeffel, R.J. Newbould Co., Inc., Dept. CN, 22 North 26th Street, Kenilworth, NJ 07033 U.S.A.



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TOOLS REPAIR WORN AND RUSTED SCREW THREADS -- This company manufactures hand tools which will clean, renew, or realign damaged or rusted screw threads on bolts, shafts, pipes, and other machine parts. Available for five ranges of screw diameters, each "Buckingham Thread Restorer" can handle right or left handed threads of any pitch from 6 to 28 threads per inch. SAE, USS, NPT, or metric type threads can be repaired. Since parts can often be repaired without dismantling machine assemblies, labor and equipment downtime may be reduced. Suggested for auto repair shops, shipyards, pipeline and construction contractors, etc. Price is \$20 to \$250. Distributors are sought. WRITE: F.W. Stiles, Buckingham Manufacturing Company, Inc., Dept. CN, P.O. Box 1690, 1-11 Travis Ave., Binghamton, NY 13902 U.S.A.

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SLUGGING WRENCHES IN METRIC SIZE -- A new line of slugging wrenches in 18 metric sizes (32 mm to 115 mm) is now available. These extra-heavy hand tools are designed for work in restricted areas where a hammer is needed to loosen difficult nuts or set large fasteners. Made from tough, heat-treated alloy steels, these wrenches sell from \$20 to \$175. Overseas distributors are sought. WRITE: Tony H. Chan, Ingersoll-Rand Co., Proto Tool Division, International, Dept. CN, 2600 E. Nutwood Ave., Fullerton, CA 92631 U.S.A.

AUTOMATIC CONTROL FOR COOLING TOWER FANS -- Designed especially for the chemical, petrochemical, and steel industries, this automatic control system for dual-speed cooling-tower fans will automatically monitor tower water temperatures and adjust fan speeds to prevent overheating or overcooling. The firm says the system provides maximum efficiency with the lowest possible consumption of power. Expensive damage from ice during cold weather can be reduced. Waterproof and explosion-proof enclosures are available. Priced from \$2,950 to \$4,285. Distributors/licensees are sought. WRITE: David O. McRitchie, Califtrade International, Inc., Dept. CN, Suite 714, 68 Post Street, San Francisco, CA 94104 U.S.A.

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HYDRAULIC/PNEUMATIC TUBE CLEANER FOR HEAT EXCHANGERS -- Firms that use heat exchangers (tube bundles) in their production processes are potential end-users of the "Eagle" tube cleaner unit. Designed to operate in any position, this machine can clean up to six 20 ft (6.1 m) tubes per minute. One operator can remove asphalt, coke, baked or soft sludge, hard water scale, etc. in a fraction of the time needed for other methods. An accessory brush attachment polishes the insides of tubes to improve heat transfer capacity. Priced at \$5,500. Agent and distributor inquiries welcome. WRITE: Steven W. Thompson, D.N.B. Manufacturing, Dept. CN, 1438 West 15th Street, Long Beach, CA 90813 U.S.A.

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DIESEL ENGINE AIR FILTER -- The "Maxi-Flo" Filter is designed as a replacement for dry-type air filters in diesel engines. It is made of pleated paper impregnated with phenolic resin and heat-cured to insure uniform particle retention and maximum dust holding capacity. The lightweight, flame-proof design has V-shaped sections to resist collapse and iron-zinc alloy parts to prevent rusting. Used in stationary diesel engines, as well as in locomotives, marine vessels, and off-shore drilling operations. Prices start at \$96. WRITE: H. Garry Hughes, Hughes Export, Inc., Dept. CN, P.O. Box 307, Edmonds, WA 98020 U.S.A.

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AUTOMATIC FILTERING SYSTEM FOR LIQUID SOLUTIONS -- Designed for electroplating and other operations requiring solution filtration, the "Filtermatic Filter System" forces solutions through disposable filtering media, then drains, cleans, and automatically recycles itself. The manufacturer says it provides substantial savings when used with plating tanks of more than 500 gallons (1,900 l) capacity. Models are available for flow rates from 900 to 37,800 gals (3,420 - 143,680 L) per hour. Prices start at \$8,500. Distributors are sought. WRITE: Robert L. Preston, Ameresco, Inc., Dept. CN, 101 Park street, Montclair, NJ 07042 U.S.A.

COMPOUND PROTECTS IRON, STEEL FROM CORROSION -- Formulated to protect iron or steel against corrosion even in very humid or salty air, "Galvicon Compound" is composed of 97% zinc dust which bonds to metal, prolonging the life of the surface. The dry coat is non-toxic and can withstand temperatures up to 500 degrees F (260 degrees C). The compound is applied cold with brush, spray, or dipping, but is said to provide electrical continuity and cathodic protection equal to hot-dip galvanized metals. Recommended for power companies, welding shops, or the repair of hot-dip galvanized metal. Price is \$30-\$40 per gallon (3.8 l). WRITE: Reid Beebe, Kenco Div., Southern Coating and Chemical Co. Inc., Dept. CN, P.O. Box 160, Sumter, SC 29150 U.S.A.

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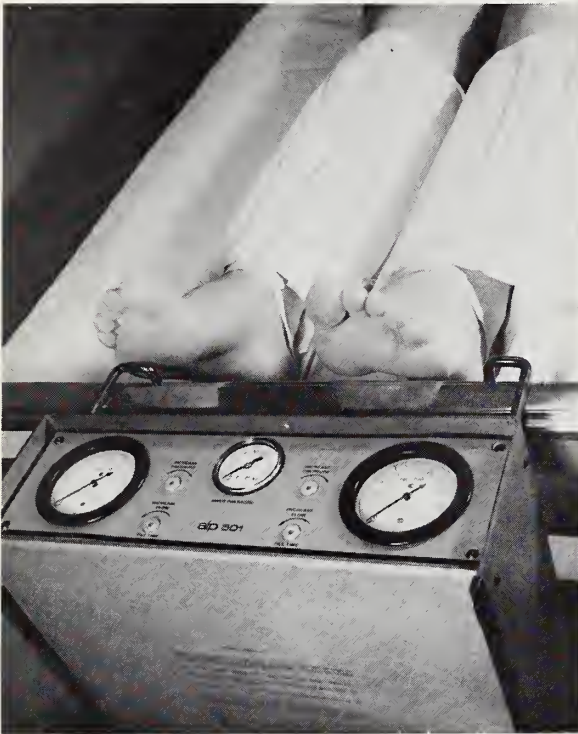
MULTIPLEXING EQUIPMENT USES STANDARD ELECTRICAL WIRING -- This firm manufactures multiplexing and demultiplexing equipment which uses "carrier current" (an AC current superimposed on normal telephone, telegraph, or power line frequencies for communication or control functions) in order to send/receive radio frequency signals carrying a number of messages over standard electrical power service wiring. The firm says this offers significant cost savings in the installation of systems compared to conventional point-to-point wiring. Used in process control and digital control applications. Priced from \$125 to \$200. WRITE: T.A. Rausch, Elan Industries, Inc., Dept. CN, 2429 University Ave., St. Paul, MN 55114 U.S.A.

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PORTABLE SANDBLAST GUN -- This portable, compact sandblast gun offers an excellent solution to such awkward tasks as sandblasting small machine parts, removing rust, scale or old paint from hard-to-reach areas, or texturing and etching metals, glass, wood, etc. The "Port-a-Blast" uses all kinds of abrasives from 16 to 1000 grit size, including silica sand, metal shot, aluminous oxides, nutshells, and reflective abrasives. The Firm says it provides excellent results in automobile repairs, industrial processes, home handicrafts, etc. Lists at \$41.00. WRITE: Donald C. Ward, Ward International, Dept. CN, P.O. Box 3628, Granada Hills, CA 91344 U.S.A.

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HEALTHCARE INDUSTRIES



PNEUMATIC DEVICE FOR PREVENTION OF THROMBOSIS -- This non-invasive medical unit is said to aid in the prevention of deep venous thrombosis, a primary cause of post-operative pulmonary embolism. The "ALP" (Alternating Leg Pressure) Unit provides intermittent pneumatic compression therapy as a safer alternative to the use of anticoagulants. Two plastic calf leggings are alternatively inflated with oxygen or air, while a monitor unit feeds and monitors air flow. Two models are available: one (for home use) produces its own air pressure, the clinical model depends on outside sources. Light, compact, quiet, "ALP" Models sell for \$595 and \$795. WRITE: Glenn L. Wall, Pacific Northwest Orthopedics, Dept. CN, 910 North 137th Street, Seattle, WA 98133 U.S.A.

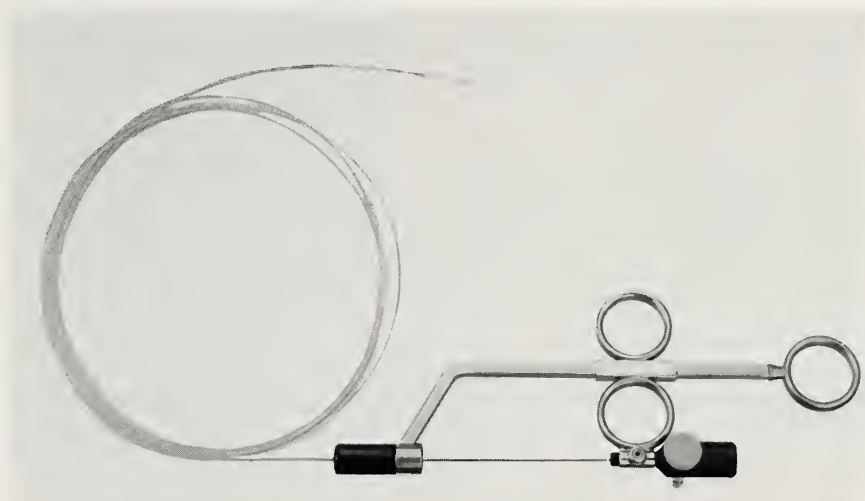
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COLD WATER CONVERTER FOR X-RAY PROCESSORS -- For years, X-ray and photographic developers have sought dependable means of maintaining water at the right temperatures for developing film. This "Cold Water Convertor" (CWC), according to the manufacturer, adapts to any X-ray processor unit and heats ordinary tap water to the required temperatures. The "CWC" is designed to produce great savings of both water and the energy needed to heat it. It can recirculate up to 350 gallons (1,330 l) of water per hour, saving as much as 2,000 gallons (7,600 l) each day. The firm says the "CWC" assures high quality X-rays and can be used with photographic film as well. Lists at \$795. WRITE: Anthony D. Viola, X-Ray of Texas, Inc., Dept. CN, 10875 Shady Trail, Suite 109, Dallas, TX 75220 U.S.A.

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SURGICAL LAPAROTOMY SPONGES -- This firm manufactures Laparotomy sponges made of highly absorptive quilted cotton gauze with X-ray detectable elements. These elements are carefully secured, the firm says, to prevent them from floating out. Always ready for use, the sponges are packaged sterile and doubly wrapped to insure aseptic removal. Suggested for hospitals and clinics. WRITE: E. W. Crawford, Mark-Medica, Inc., Dept. CN, 175 Great Arrow, Buffalo, NY 14207 U.S.A.

INSTRUMENT FOR SURGICAL REMOVAL OF POLYPS -- A new surgical snare, designed for gastroenterologists and proctologists, rotates for easy positioning around polyps prior to their removal. The company says safe and thorough cutting, coagulation, and removal of the growths is assured. The multistrand snare wire offers great flexibility and reduces the risk of wire breakage during a procedure. The device is also simple to use since the tip of the snare automatically forms a perfect loop for surgery. Price is approximately \$170. WRITE: John W. Martin, Cameron-Miller, Inc., Dept. CN, 3949 South Racine Ave., Chicago, IL 60609 U.S.A. (Photo)



MEDICAL PROBE FOR CARDIAC SURGERY -- "Cardio-Probe" is a new multi-purpose instrument designed for intracardiac electrophysiologic measurements. The unit features an audible alarm (ideal for operating room conditions) which sounds when the probe directly overlies the Bundle of HIS. Included in the construction is a cardiac pacemaker, conduction cardiograph, and a conduction system signal analyzer (Bundle of HIS detector). Typical applications are in repair of congenital cardiac conditions, infarctectomy/aneurysmectomy, HIS Bundle electrograms, valve replacement, etc. Sells for \$5,000. WRITE: Jack E. Burroughs, Seecor, Inc., Dept. CN, 512 S. Freeway, Fort Worth, TX 76104 U.S.A.

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HAND-HELD MUSCLE MASSAGER -- According to the manufacturer, the special molded plastic shape of the hand-held "Acu-Genie" allows the user to massage almost every surface of the body with minimum discomfort or irritation. The contoured tip of the "Acu-Genie" rolls like a ball bearing, applying gentle pressure for the temporary relief of minor body aches and strengthening of blood circulation. Only 4 in long (10 cm), the unit is said to be an easy way to relieve tension. Price range is \$11.00 to \$20.00. Agents are sought. WRITE: John H. Thomas, Acu-Genie Corporation, Dept. CN, P.O. Box 348, Burlington, IN 46915 U.S.A.

ADHESIVE DISK DETECTS FEVERS -- Placed on a patient's forehead, these coin-sized flat disks adhere automatically and display the patient's temperature in large, easily read digital numbers. The numbers, based on the use of liquid crystals, automatically change as the temperature rises or falls. The inconspicuous disk may be reused for as long as the patient is ill and the adhesive remains. The indicators are ideal for children, geriatric patients, and weak or disabled patients. Continuous monitoring is possible without waking patients from sleep. Temperature ranges: 96 to 105 degrees F (35.6 - 40.6 C) and 94 to 107 degrees F (34.4 - 41.7 C). Priced from 50¢ to 90¢ each. Distributors are sought. WRITE: Jose Navato, Lake Saint Louis Research Products, Dept. CN, 2204 Gascony Parc, Lake Saint Louis, MO 63367 U.S.A.

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MOIST-HEAT PADS FOR BODY PAINS -- According to this firm, the "Roberts Hydro-Thero-Pad" uses intensely hot, moist heat to temporarily relieve pain caused by arthritis, neuralgia, rheumatism, bursitis, and other problems. The pads are electrically heated to 200 degrees F (93 degrees C) and automatically draw moisture from the air through hygroscopic action. The trouble of boiling water and wringing wet cloths is thus eliminated. Distributors are sought. WRITE: Stephen Krykew, Roberts Manufacturing Co., Inc., Dept. CN, 430 Merryman's Lane, Baltimore, MD 21218 U.S.A.

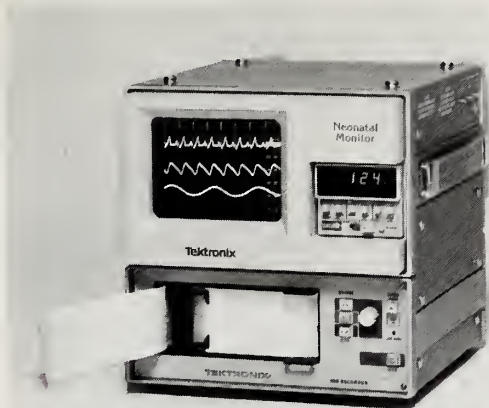
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ULTRASOUND/GALVANIC MUSCLE STIMULATION UNIT -- The "RM-VI-HV" is a muscle stimulation unit combining three modes of operation: ultrasound, high voltage galvanic stimulation, and both of these together. The portable unit offers a modular design, which simplifies repair, and a complete line of standard accessories (self-aligning hand-held applicator, dispersive pad, spot electrode for localized areas, etc.). Suggested for medical facilities, doctors, physical therapists, athletic trainers, etc. Priced at \$2,295. Distributors are sought. WRITE: Robert P. Marode, Medical Equipment International, Inc., Dept. CN, 5200 South Yale, Suite 602, Tulsa, OK 74135 U.S.A.

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PORTABLE MEDICAL MONITOR FOR NEWBORNS -- The "413 Neonatal Monitor" provides a complete, portable neonatal/pediatric monitoring system weighing only 6.6 kgs. Battery-operated, the unit permits uninterrupted monitoring of ECG information,



blood pressure, temperature, heart and respiration rates, during patient transport or whenever AC electrical power is unavailable. A monitor displays ECG, blood pressure, and respiration wave forms; other information is given by digital read-out. Alarms warn of heart or respiration emergencies. An optional attachment can provide a printed graphic record of information. Price ranges from \$3,400 to \$3,600. WRITE: Greg R. Fenner, Tektronix, Inc., Dept CN, P.O. Box 500, Beaverton, OR 97077 U.S.A.

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CHILDREN'S "PRONE BOARD" AIDS PHYSICAL REHABILITATION --

Using the "A.T.S. Prone Board", ill or disabled children can be placed in a variety of functional positions, from prone (on the stomach or back) to upright, in order to give them support and permit gradual adjustment to gravity. Constructed with an adjustable desk, the "Prone Board" easily adapts to the individual child's size and the desired position to facilitate activities such as writing, drawing, or reading. Suggested for use by hospitals, special schools, rehabilitation centers, etc. Price is \$500. WRITE: Louis G. Esposito, Adaptive Therapeutic Systems, Inc., Dept. CN, 162 Ridge Rd., Madison, CT 06443 U.S.A.

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PYRAMID-SHAPED CANE FOR SEMI-INVALIDS -- Designed for people with walking impairments (particularly stroke victims), the "Pyramid Cane" combines the lightweight convenience of an ordinary cane with the strength and stability of a walker. The cane is adjustable to different heights. As the cane is raised, the base of the "pyramid" increases, providing proportionally greater support for taller people. The special handle distributes the patient's weight evenly for better balance and support. The "Pyramid Cane" is foldable and weighs only 3 lbs (1.35 kgs). WRITE: Paul A. Williams, Edco Inc.-Pasco Inc., Dept. CN, P.O. Box 328, 125 South Street, Passaic, NJ 07055 U.S.A.

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PROTECTIVE PADDING FOR HOSPITAL BED SAFETY RAILS -- "Rail-Gard" installs in seconds, covering safety rails on hospital beds with a protective, antibacterial foam padding that can be wiped clean with a mild detergent. The antimicrobial agent is formulated into the padding to offer long-term protection from bacteria and fungus, even after repeated cleaning. The firm says the padding retains its softness, does not crack, for years of carefree service. Non-flammable, the product sells for \$22.00. WRITE: Frederick Haag, Haag Brothers, Inc., Dept. CN, 2920 North Arlington Heights Rd., Arlington Hts., IL 60004 U.S.A.

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NON-SLIP HOT PACK/COLD PACK -- This product offers a simple solution to the problem of securing ice packs or heat packs to arms, legs, and other body areas. The pack (a pliable vinyl container designed to hold hot water, cold water, or ice) is held in place by a stretchable "Extremity Band" which slips comfortably, but securely, over arms or legs. The pack can also be laid flat across the forehead, chest, etc. with the band on top acting as an insulating layer. The firm says fewer changes of water or ice are needed to maintain the proper temperature than with conventional packs. List price is \$7.95. The firm is seeking agents and distributors. WRITE: Martin H. Small, Hydro-Med Products, Inc., Dept. CN, 2710 Forest Lane, Dallas, TX 75234 U.S.A.



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HOUSEWARES

(Including furniture, fixtures and appliances)

DECORATIVE MIRROR GRAPHICS -- This firm is introducing an exciting new idea in wall decorations. "Mirror Graphics" offer a variety of colorful silk screened designs overlayed on distortion-free, shatter-resistant mirrors. The mirrors are made of float plate glass and framed with chrome-finished plastic. These rustproof, tarnish-proof graphics, complete with hangers, sell from \$10 to \$12. Suggested for department stores, gift shops, furniture stores, etc. The company seeks licensees or joint venturers. WRITE: Bob Fine, Hamilton of Indiana, Dept. CN, 3772 West Devon Ave., Chicago, IL 60659 U.S.A.



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EASY-TO-USE PICTURE FRAMES -- This firm manufactures picture frames designed to simplify mounting paintings, art prints, photos, etc. Two styles are available. On the "Framatic", the plastic moldings are permanently welded to the textured backing. Two of the edges hold the glass firmly against the backing with the prints sandwiched between. The glass is snapped into or out of place by simply flexing the plastic edge. On the "Framount", stainless steel spring clips hold the glass against the textured backing with prints displayed handsomely between. Either style permits horizontal or vertical hanging and, on both, sharp glass edges have been removed by grinding. Sells from \$2.25 to \$16.50. WRITE: Barry Alberts, The Framatic Company, Dept. CN, 1705 Gardena St., Glendale, CA 91204 U.S.A.

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MULTI-PURPOSE MINIATURE COOKING PAN -- The "PanHandler" is a versatile, miniature-serving appliance, designed for quick meals and snacks. It cooks, eggs, hamburgers, cheeseburgers, crepes, steaks, fish, meatballs, omelettes or bacon in just minutes. A functional lid retains heat and prevents splattering, while a durable non-stick heating surface makes cleaning simple. A corn popper attachment is optional. Size: 7 3/4 in (20 cm) diameter. Priced from \$20 to \$25. The firm is actively seeking agents and distributors. WRITE: Michael Mancini, SCM Proctor-Silex Inc., Dept. CN, 700 W. Tabor Rd., Philadelphia, PA 19120 U.S.A.

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HOME WATER PURIFICATION UNIT -- According to the manufacturer, this is the only home water purifier available which includes a special adapter for direct connection to faucets and a silver-infused activated charcoal filter. The "Water Washer" removes most undesirable odors, colors, tastes, and chemical residues such as chlorine, pesticides, insecticides, and chemical wastes. Rust, dust, and dirt are also eliminated. The unit has demonstrated a capacity for filtering more than 1,000 gallons (3,800 liters) before needing a change of cartridge. The compact "Water Washer" retails for \$39.95. WRITE: Jean-Jacques Hollmann, American Water Purification, Dept. CN, 1990 Olivera Rd., Concord, CA 94520 U.S.A.

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WATER DISTILLATION UNIT FOR THE HOME -- The "Aqua-Clean" is a compact, stainless steel, water distillation unit which, according to the firm, produces up to 4 gallons (15 l) of pure drinking water per day at a fraction of the cost of commercially bottled water. Simple and economical to use, the unit is designed for years of trouble-free service with minimum care. No chemicals or filters are used, only normal electrical current. Price is \$199.50. Other models produce up to 15 gallons (57 l) per day. Agents and distributors sought. WRITE: Roger Stafford, Pure Water Society, Dept. CN, P.O. Box 83226, Lincoln, NE 68501 U.S.A.

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LOW COST CARPET TAPESTRIES -- Carpet tapestries, according to this firm, have long been too expensive for many interested buyers. Now "Graphistries" can provide high-quality wall decorations at low cost because of new manufacturing methods. These hand-dyed carpet tapestries are made of densely packed nylon yarn and are available in a variety of styles for homes, offices, hotels, and other sites. The color-fast decorations can be cleaned, the firm notes, by any method considered safe for carpeting. Retailers for \$60 to \$140. Agent/distributor inquiries are invited. WRITE: Lloyd Levine, Lloyd Design Corp., Dept. CN, 7065 Vineland Ave., North Hollywood, CA 91605 U.S.A.



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WATER-SAVING TOILET ATTACHMENTS -- The "Flush Miser" and "Water Miser" are designed to reduce water consumption of toilets up to 4 gallons (15 liters) per flush. Both units fit almost any toilet tank. Installation is said to take only minutes and requires no tools. The special flush mechanisms use the least amount of water needed to begin the siphoning action for light waste removal. If needed, the normal, full strength flush can be used. Prices range from \$4.79 to \$6.50. Worldwide distributors are sought by the firm. WRITE: Walter Makhobey, Walscot Enterprises, Ltd., Dept. CN, 6650 South Vine St., Littleton, CO 80121 U.S.A.

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LABORATORY AND SCIENTIFIC INSTRUMENTS

MOBILE TELESCOPE FOR RESEARCH -- To solve the problem of local smog and light pollution, this firm has engineered a mobile telescope system said to meet the professional standards of stationary observatories but able to be moved to any location at normal highway speeds. The unit has both Alt/Azimuthal and Equatorial tracking and digital readouts for coordinates of all four axes of rotation. The complete system consists of the telescope, or mobile observatory, towing-vehicle, and special image-amplification and closed-circuit TV equipment. Price is \$300,000. Company seeks agents, distributors, licensees, etc. WRITE: E. James Grethe, Rand Instrument Corp., Dept. CN, 6479 Peachtree Industrial Blvd., Atlanta, GA 30340 U.S.A.

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PRECISION ANEMOMETER MEASURES WIND SPEED, DIRECTION -- According to this firm, the "VA-320" Vortex Anemometer" provides precision measurements of wind speed and direction, using a highly accurate sensor with no moving parts. Sensitive to small wind changes, it measures velocities of 2 to 180 MPH with an accuracy of $\pm 2\%$ F.S. (full scale) speed and direction to within ± 3 degrees. Made of sturdy, solid fiberglass, it is designed to perform under a wide range of adverse weather conditions (including temperatures from -30 degrees C to $+71$ degrees C). Various display and recorder options are available. Price range is \$545 - \$850. Agents and distributors are sought. WRITE: Douglas W. Beadle, J-TEC Associates, Inc., Dept. CN, 317 7th Ave. S.E., Cedar Rapids, IA 52401 U.S.A.

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INDIUM ALLOY SOLDERING KITS FOR RESEARCH -- These soldering kits are intended as a research aid in testing new joining or sealing techniques. New Indium alloy solders offer unique qualities: reduced leaching of gold, improved tensile strength of bonds, reduced fatigue resistance. Designed for microelectronic applications, the solders were selected for their usefulness with gold and silver/palladium substrates. Also available is a kit for special joining problems - glass-to-glass joints, glass-to-metal, etc. Suggested for research departments of electronic firms, computer firms etc. Sells for \$95.00. WRITE: Frieda Nojeim, Indium Corporation of America, Dept. CN, 1676 Lincoln Ave., Utica, NY 13502 U.S.A.

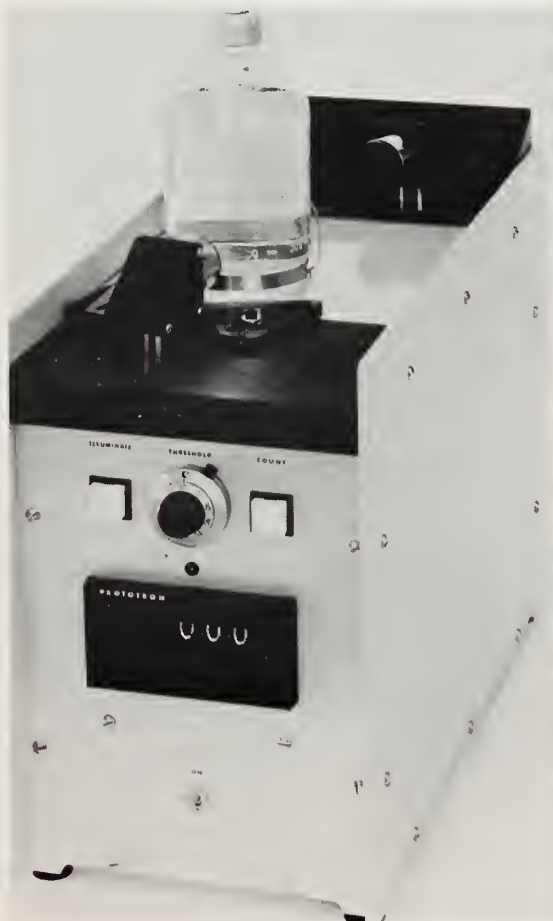
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MICRO PROTEIN DIALYSIS CONCENTRATOR -- The "Micro-Pro-Di-Con" is a self-contained unit designed to dialyze and concentrate proteins or other macromolecular solutions to microliter quantities. In addition to large molecules of 15,000 molecular weight or greater, the unit can also dialyze and concentrate clinical samples, (urine, amniotic fluids, etc.) to precise quantities of 50, 100, 250, 500 or 1000 microliters. Suggested for biomedical research. The negative pressure dialysis-concentrator sells between \$80 and \$125. Distributor/wholesaler inquiries are invited. WRITE: Melvin W. Cook, Bio-Molecular Dynamics, Dept. CN, P.O. Box 668, Beaverton, OR 97005 U.S.A.

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LARGE VOLUME STIRRER FOR LABORATORY LIQUIDS -- Stirring large volumes of aqueous solutions or viscous gels is no problem for this new "Maxi-Stirrer" lab unit. Up to 35 gallons (more than 130 liters) of liquids can be stirred the firm says, at speeds ranging as high as 1050 RPM, without danger of a break in the unit's magnetic coupling. This compact unit has applications in mixing coal derivatives, stirring plating solutions, preparing media solutions, and the like. Sells for \$425. WRITE: Pamela A. King, Sybron-Thermolyne Inc., Dept. CN, 1721 Newport Circle, Santa Ana, CA 92705 U.S.A.

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PARTICLE COUNTER SCANS THROUGH SEALED CONTAINERS -- The "Prototron ILI-1000" is said to be the only laser particle counter capable of scanning particulate matter in sealed containers. Scanning through the walls of a glass jar, for example, the counter can check a biological specimen for contamination without breaking its seal. A rapid count (15 seconds) of particles suspended in liquids is obtained without damaging specimens. The counter may be set to scan for particles beginning at any size from 1 to 100 microns. Typical applications are in the medical, pharmaceutical, and petrochemical fields. Price is \$6,900. WRITE: Louis Prahm, Prototron, Inc., Dept. CN, 1020 Corporation Way, Palo Alto, CA 94303 U.S.A.

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MARINE AND RELATED EQUIPMENT

MONITOR USES SATELLITES TO CALCULATE POSITION -- The "JMR-2 Offshore Survey Set" provides the user with his precise location anywhere in the world by interpreting signals transmitted by the U.S. Navy Navigation Satellite System. The unit combines an extremely sensitive receiver, the firm says, with a microcomputer to monitor satellite signals then compute and display the latitude and longitude of the receiver. Operation is essentially independent of weather, time of day, or geographical location. Portable and easily installed, the unit offers 5-meter accuracy in each coordinate for fixed stations and 30 to 80 meters for a moving station. Suggested for survey groups, off-shore contractors, etc. Price is \$40,000. WRITE: Charles W. Smith, JMR Instruments, Inc., Dept. CN, 20621 Plummer St., Chatsworth, CA 91311 U.S.A.

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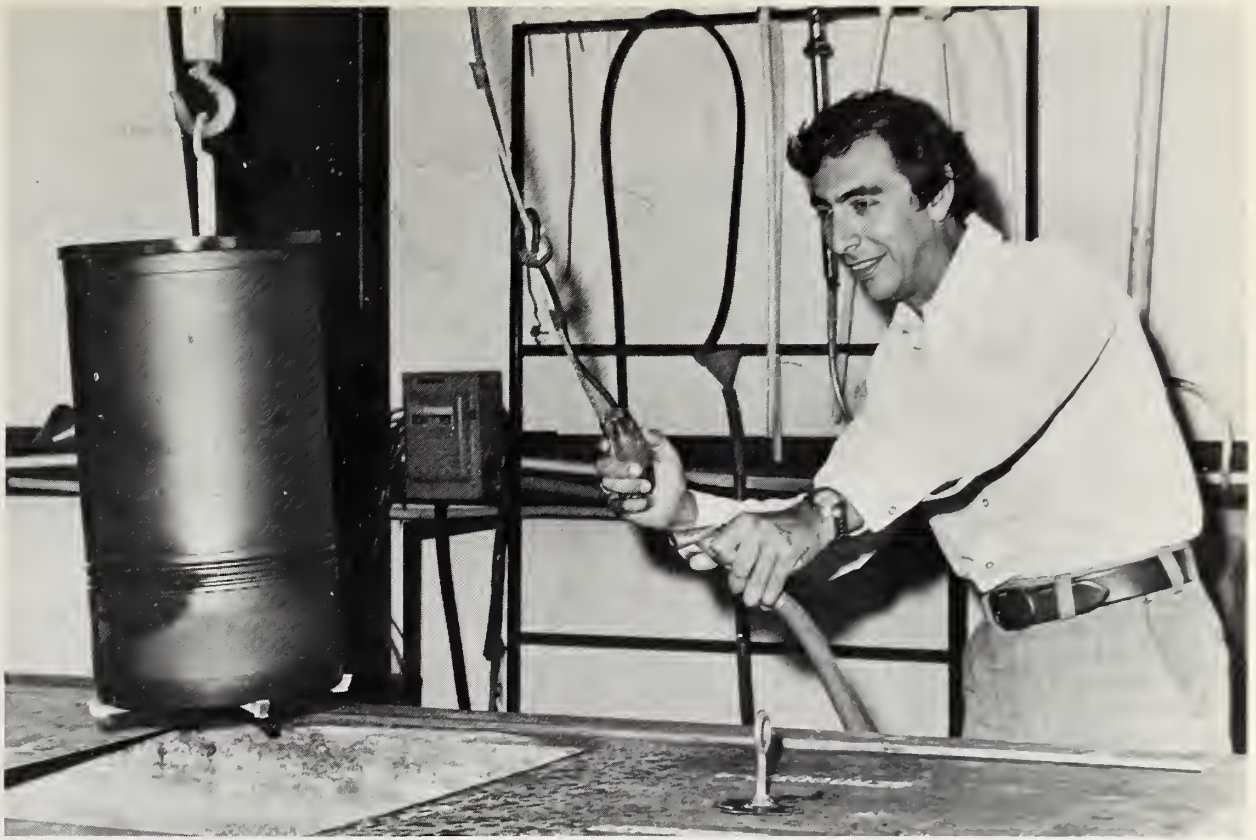
PLASTIC MARINE BUOYS -- These plastic buoys were developed to combine the lightest possible weight with the greatest possible strength. The result is that they are easy to move and float very high in the water (for extreme visibility), yet are capable of withstanding heavy punishment from swift water and debris. Ideal, the firm says, for marking channels, fishing reefs, wrecks and other hazards, etc. Most of the buoys can be deployed by one person and from small boats. Priced from \$35 to \$1,400. The company is seeking agents worldwide. WRITE: R.F. Curd, Curd Enterprises, Inc., Dept. CN, 211 Iroquois St., North Charleston, SC 29406 U.S.A.

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METALWORKING AND FINISHING

COMPUTER-CONTROLLED X-RAY GAGE FOR METAL THICKNESSES -- The "XactRay 2000" combines an X-ray gaging system with a realtime computer control system to make possible extreme accuracy and versatility in measuring the thickness of industrial metals such as steel, aluminum, and copper. Diagnostic and self-checking features are built into the unit in order to locate problems before they affect gaging operations. The manufacturer says product alloys can be varied without stopping the unit for reprogramming. Priced at \$80,000. WRITE: Richard H. Zuch, Weston Components and Controls, Dept. CN, Archbald, PA 18403 U.S.A.

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MANGANESE/NICKEL PHOSPHATE COATING FOR FERROUS METAL -- This firm says that the "Aerocote" process fully exploits for the first time the advantages of manganese nickel as a simple, economical phosphate coating for ferrous metals. Friction, wear, rust, and electrolytic erosion are greatly reduced in treated metals; paints and other industrial finishes adhere more firmly to coated surfaces. Since the coating integrally bonds to the metal, dimensions of treated pistons, valves, screws, etc. are not affected. Processing equipment and chemicals range from \$5,000 to \$25,000. The company is seeking licensees. WRITE: Ronald K. Smith, Aerocote Corp., Dept. CN, 13921 Reeveston Rd., Houston, TX 77039 U.S.A.

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METAL DRILLING MACHINE FOR DEEP HOLES -- This gundrilling machine is a high-speed drill used for forming deep, precise holes at rapid speeds. The company says it is especially useful for drilling machine parts in which the depths of the holes preclude conventional drill bits. The position of the drill can be programmed by numerical controls, reducing the operation time and assuring precise repeatability of drill functions. The drill sells from \$75,000 to \$200,000. WRITE: David B. Millat, M&M Precision Systems, Inc., Dept. CN, 300 Progress Rd., Dayton, OH 45449 U.S.A.

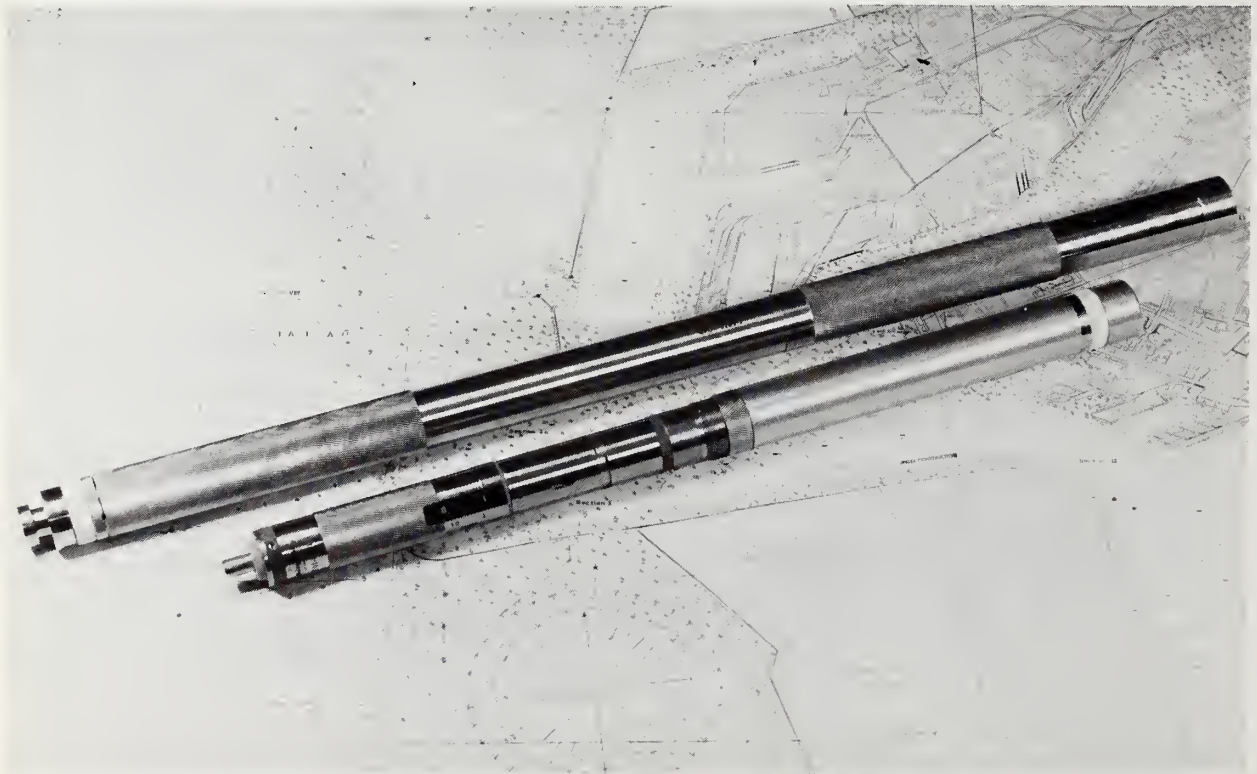
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SOLID-STATE POWER SOURCE FOR WELDING -- This new welding power source has exceptionally broad current range and true solid-state design. The manufacturer says the "Mega-Mig" welding machine is rated at 650 amperes, 44 volts, 100% duty cycle, and offers unsurpassed welding characteristics in a current range from 100 amperes at 18 volts to 800 amperes at 40 volts (60% duty cycle). It is useful for wire gas metal-arc welding, flux-cored arc welding, submerged arc welding, and arc-air cutting and gouging. The power source sells for \$1,400. WRITE: Robert Doughty, Hobart Bros., Co., Dept. CN, 600 W. Main St., Troy, OH 45373 U.S.A.

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MINING

SINGLE SHOT CAMERA FOR DIRECTIONAL DRILLING, SURVEYING -- A new, single shot camera system is offered for use in directional drilling and surveying to measure hole direction and tool orientation. Surveyors, mining and drilling companies, and tunnel contractors will find this unit works equally well in magnetic and non-magnetic environments. Major components are made of lightweight, corrosion-resistant, nonmagnetic titanium. In addition, the camera includes a 0-99 minute electronic timer and self-contained battery pack. Sells for \$9,700 and up. WRITE: D.J. Streed, Humphrey, Inc., Dept. CN, 9212 Balboa Ave., San Diego, CA 92123 U.S.A.



MONITOR DEVICE FOR CONVEYOR BELTS -- Easy installation and trouble-free operation were the main goals in designing this conveyor belt slip and/or sequencing switch. The "Magnific" can be completely installed in less than 5 minutes by a single person possessing only minimal electrical training. Unlike conventional switches, it will not stall when conveyed materials pile up on its structure and, on outdoor conveyors, it resists icing and freezing. The extremely simple magnetic switch contains no wearable parts to reduce the unit's life. Priced at \$275. Recommended for mines, quarries, etc. WRITE: Frank K. Hurt, Mefcor, Dept. CN, P.O. Box 818, Bluefield, VA 24605 U.S.A.

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PRINTING, GRAPHIC ARTS EQUIPMENT AND SUPPLIES

PRINTING INK FOR FLEXO PRINTERS -- This product is intended for flexographic printers using polyethylene film. The ink produces a very high gloss at low viscosity and dries more quickly on polyethylene stock than most conventional inks. In addition, the user is able to print with natural rubber plates. "Alcoflex Flexographic Ink" is formulated for reduction with ethyl alcohol or normal propyl alcohol. Available either in a diluted form for printers or in a more concentrated version for use by ink manufacturers, the ink sells from \$.90 to \$3.50 per pound (.45 kgs). Agent/distributor inquiries are welcome. WRITE: James P. Daw, A. J. Daw Printing Ink Co., Dept. CN, P.O. Box 8535, San Marino, CA 91108 U.S.A.

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RETOUCHING COLORS FOR PHOTOGRAPHERS, ARTISTS -- This firm is introducing an array of retouching colors formulated to complement all print emulsion surfaces and most drawing materials. The complete set consists of 15 of the most widely used colors (bright green, light green, forest green, sky blue, flesh color, etc.) assembled in one-ounce (30 ml) unbreakable dropper bottles. Application is easy, the firm says, and waste avoided. A new chemistry offers improved emulsion penetration. Slower drying, resistance to fading, longer shelf life are among listed features. Sells for \$1.00 to \$25.00. Distributors are wanted. WRITE: L.F. Kleinfeld II, Leonard F. Kleinfeld Inc., Dept. CN, 59-08 Woodside Ave., Woodside, NY 11377 U.S.A.

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PRODUCTION (Specialized Machinery and Equipment)



PNEUMATIC SHEARS FOR FIBERGLASS, PLASTICS -- These "Pneumatic Trim Shears" have been engineered to cut both thermosetting plastics and fiberglass without producing the dangerous dust associated with sawing, grinding, etc. The shears are also said to give a cleaner cut edge and to increase overall production. Various models offer a pistol-grip or lever grip, reversible or non-reversible cutting, and two designs for different thicknesses of materials. Recommended for the plastic and fiberglass industries, construction of autos, boats, aircraft, etc. Price is \$1,000. WRITE: Bryan J. Tanury, Trans Pneumatic Corporation, Dept. CN, 1795 Maplelawn, Troy, MI 48084 U.S.A.

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MANUFACTURING/PACKAGING MACHINE FOR SURGICAL SPONGES -- This new multi-purpose machine manufactures and packages surgical sponges in sterilizable, peel-open packages. Sponges are automatically stacked or overlapped in groups of one to five per package. Available for single or double track operations, the firm says, the unit produces high quality packages with an efficiency that streamlines production and reduces operating costs. Priced from \$110,000 to \$150,000. WRITE: Vladimir J. Snider, Pratt Export Corporation, Dept. CN, 3097 West Mill Rd., Milwaukee, WI 53209 U.S.A.

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POLYESTER COATING FOR FIBERGLASS, WOOD, METAL -- "Poly-Lux 300" is a catalyzed polyester coating that contains no wax, but assures a superior high-gloss appearance. The firm says it will not fade, chalk, or lose its color or gloss. It has high impact strength to prevent chipping, excellent adhesion, and is resistant to acids. "Poly-Lux 300" produces 3 to 7 mils thickness with a single coat instead of the 4 to 8 coats required for alternative products. The firm suggests "Poly-Lux" for coating fiberglass boats, molds, plugs, radomes, furniture, vehicle bodies, etc. Also useful for wood or marble. Price range is \$24-\$28/gallon (3.8 l). WRITE: Paul J. Gregoire, Poly-Lux Inc., Dept. CN, 414 North Santa Fe Ave., Santa Ana, CA 92701 U.S.A.

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DISPENSER FOR MINIATURE RETAINING RINGS -- The "Truarc Pivot-Rail Dispenser" offers new ease in handling of miniature retaining rings (E-rings) used in the manufacture of precision instruments, cameras, watches, and similar products. Pre-packed cartridges hold 500 of the rings (so small they can hardly be seen) in a pre-aligned configuration for fast, economical assembly with the dispenser. Operation of the system is simple, designed for maximum production efficiency and ease. Priced from \$10.00 to \$12.50. WRITE: Frederick Frey, Waldes Kohinoor, Inc., Dept. CN, 47-16 Austel Place, Long Island City, NY 11101 U.S.A.

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RESTAURANT, HOTEL AND CATERING EQUIPMENT

SANITIZING CHEMICALS FOR BEER GLASSES -- "Beer-Clean" chemical products are formulated to work together to produce perfectly clean glasses for beer. According to the firm, ordinary cleaning leaves a residue on glasses which can affect the taste of beer, reduce its carbonation, and make the glass itself unsightly. Used together, the manufacturer says, the "Beer-Clean" glass cleaner, sanitizer, and mineral solvent produce spotless, absolutely clean glasses with ordinary drip drying. Available in simple-to-use, premeasured packages, these products sell from 10¢ to 30¢ each. Suggested for cafes, bars, restaurants, etc. WRITE: Robert M. Suazo, Suazo International, Inc., Dept. CN, P.O. Box 24161, Cleveland, OH 44124 U.S.A.

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COMPACT AUTOMATIC GLASS WASHER FOR BARS -- Intended for the busy bar or restaurant, the "Brite Way" automatic glass washer installs above a bar's sink or drainboard to avoid blocking the walkway. It connects instantly to an ordinary sink spout (or garden hose thread faucet) and to a 100 volt outlet; no special plumbing or electrical fixtures are required. Using hot water from the tap,

the unit can wash and sanitize 25 to 30 glasses in as little as 2 3/4 minutes. This portable, self-contained unit sells for \$900. Agents wanted. WRITE: Robert Suazo, Suazo International, Inc., Dept. CN, 1276 West 3rd Street, Suite 605, Cleveland, OH 44113 U.S.A.

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FREESTANDING NYLON BRUSHES FOR WASHING GLASSES -- Bars, restaurants and similar establishments are end-users of this "Hand Post Glass Washer", a set of freestanding nylon brushes engineered to make glass cleaning simple and easy. Each washer consists of two or three brushes (depending upon the model) mounted on a soap-resistant, chemical-resistant, non-slip rubber base. The brushes are made of durable nylon bristles, stainless metal wire, and hard hickory wood. The manufacturer says that even lipstick and grease present no problem for the product's cleaning capacity. Priced from \$10 to \$15. WRITE: P. Lander, Suazo International, Inc., Dept. CN, 1276 West 3rd Street, Suite 605, Cleveland, OH 44113 U.S.A.



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PORTABLE OVEN ROASTS AND SMOKES FOOD -- Commercial kitchens of all kinds are referred to this portable oven that smokes chicken, fish, pork, or beef as it roasts. The "Texas Brand Roaster/Smoker Oven" is a strong, all-steel (black or stainless), insulated unit that provides a controlled atmosphere for high quality foods and sharply reduced loss from food shrinkage. Also useful as a roasting or holding oven, this product is completely electric and very inexpensive to operate. Sells for \$2,495. Agents and distributors wanted. WRITE: Fred E. Tucker III, MTM Corp., Dept. CN, 3131 Turtle Creek, Suite 1212, Dallas, TX 75219 U.S.A.

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SAFETY AND SECURITY EQUIPMENT

EMERGENCY LIGHTING SYSTEM -- The "Kor-Lite Emergency Lighting System" dispenses with the lag between any malfunctioning of the power supply to regular light fixtures and the start of emergency lighting. One battery will automatically supply power to as many as 16 fluorescent fixtures up to 300 ft (90 m) away. The product's solid-state circuitry assures extreme reliability with minimum maintenance and ease of servicing. Provides up to 40,000 sq ft (3,600 sq meters) of illumination. Suggested for schools, hospitals, residential buildings, etc. The firm seeks distributors and agents abroad. WRITE: David O. McRitchie, Califtrade International Inc., Dept. CN, 68 Post St., Suite 714, San Francisco, CA 94104 U.S.A.

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LIGHTWEIGHT ANTI-NOISE EAR PROTECTORS -- This firm introduces a new, extremely lightweight hearing protector which is comfortable to wear and pliable enough to be carried in one's pocket. The flexible plastic ear cups are held in place by stretch nylon webbing that adjusts around, rather than over, the head. The manufacturer recommends them for industrial plants, construction sites, gun ranges, etc. where noise endangers hearing or hampers working or sleep. Sells for \$5.75 each. Agents and distributors are sought. WRITE: Wallace Labaire, Labaire Ear Protector, Dept. CN 22 Front Street, Worcester, MA 01608 U.S.A.



TEST DEVICE FOR GROUND FAULTS IN SOUND SYSTEMS -- A new hand-held unit offers a simple and reliable way to test sound systems for ground faults which could cause electrical shock hazards and unwanted system noises. A separate function detects potentially lethal electrical hazards by measuring the level of leakage current flowing through exposed metal parts of electrical devices. The simple tests take only seconds and require no additional tools. Sound engineers, musicians using electrical instruments, stage hands, and electricians are some of the suggested users. Priced at \$9.95. WRITE: Edwin G. Giese, InterFax, Dept. CN, 1008 E. Fairy Chasm Rd., Milwaukee, WI 53217 U.S.A.

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PRINTED TAPE BARRIER FOR DANGEROUS AREAS -- This is said to be the first barrier tape with warnings printed on its surface. Thus, this one product can rope off dangerous areas while giving printed warnings or instructions to personnel and visitors. A typical tape is 3 in (7.6 cm) wide and 1000 ft (300 m) long, bright yellow in color with a continuously printed warning in black letters. The imprint, color, and width can be changed to fit the user's needs. Ideal for construction sites, industrial plants, etc. Imprinting in any language possible. Sells for \$10.50. WRITE: Norman T. Hall, Griffolyn Co., Inc., Dept. CN, P.O. Box 33248, Houston, TX 77033 U.S.A.

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POLICE MOTORCYCLE -- These motorcycles, manufactured and assembled in the United States, are built to the specifications of law-enforcement agencies and intended for police use, escort functions, and similar activities. These specifications result, according to the firm, in superior performance and reliability with low operating costs. Standard features include: 4 cycle, dual overhead cam, 1015CC, air-cooled engine; 5-speed manual transmission; reinforced tubular frame; footboards; windshields; safety bars; saddle bags; radio mounts; and emergency lighting. Priced from \$3,400 to \$3,600. WRITE: H. Schnittker, Kawasaki Motors Corp., Dept. CN, 5600 N.W. 27th Street, Lincoln, NE 68524 U.S.A.

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TRANSPARENT, BULLET-RESISTANT LAMINATE -- Unlike bullet-resistant glass or acrylics, "Lexgard" transparent sheeting offers protection against hand guns up to the .44 magnum level without chipping, splintering, or cracking. According to the manufacturer, "Lexgard" is 60% lighter than glass sheeting, less expensive, and easier to install. Priced from \$20 to \$30 per sq ft (.09 sq meters). The firm is seeking agents and distributors. WRITE: T.J. Hayes, G.E. Plastic Business Division, Dept. CN, 1 Plastics Ave., Pittsfield, MA 01201 U.S.A.

FIVE-MINUTE PERSONAL AIR SUPPLY FOR EMERGENCIES -- This lightweight transparent hood takes only 10 seconds to put on, but can provide 5 minutes of pure airflow for emergencies. The wearer can breathe, talk, hear, and see normally despite dangerous smoke, fumes, or gases. It also increases personal buoyancy in water, keeping the wearer afloat longer. The elastic neck band fits all neck sizes and the hood can accommodate people with beards or glasses. Useful for all kinds of dangerous environments: chemical industries, refineries, mining, rescue operations. Sold for \$175. WRITE: Peter Bisschop, Robertshaw Controls Co., Life Support Division, Dept. CN, 1701 Byrd Ave., Richmond, VA 23261 U.S.A.



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STEEL FENCE POST HOLDS WIRE WITH STAPLE FASTENERS -- The "Staple Gripper" steel post is engineered to hold any kind of fencing wire without the aid of wire wraps or fasteners. Metal staples are easily driven into the post along its entire length. The post's strong steel construction grips them firmly. Wires hold in place without bending or kinking, thus preventing accidental breakage, and other items (signs, sensors, reflectors, etc.) can also be attached. The post features an optional "spade" attachment which gives the post greater support in sandy or loose soil. Speed of installation may increase by as much as 60% over other methods. Price: \$2.25-\$2.75 FOB Shelbyville, Kentucky. Agent and distributor inquiries welcome. WRITE: Gaylord T. Brow, Staple Gripper, Dept. CN, 211 South 3rd, Laramie, WY 82070 U.S.A.

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PORTABLE LIGHT TOWER -- The "High-Lite Portable Light Tower" is designed for people who must perform emergency tasks or other necessary activities after dark in unlighted areas. The unit features two 1000 watt lamps mounted on a telescoping aluminum tower which can be transported and set up by as few as two people. A carbon dioxide tank, mounted on the frame, will elevate the lamps to their full 16 ft (5 m) height within 10 seconds. An electric-start, gasoline-powered generator provides electricity for the lamps. Price is \$2,481. WRITE: Wayne P. Comstock, High-Lite Corp., Dept. CN, 23 Selwyn Dr., Greenville, SC 29615 U.S.A.

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SPORTS, RECREATION AND HOBBIES

LIGHTWEIGHT SOCCER SHIN GUARDS -- These shin guards are engineered to provide soccer players with the protection they need without sacrifice of comfort. The manufacturer says they are the lightest, least bulky, and most comfortable pads available. The hard plastic outer shell is bonded to a soft foam backing. Two lengths- 7 and 8 in (18 and 20 cm)- are manufactured in a variety of bright colors. Current price is \$1.00. WRITE: Peter J. Brine, Brine Sports Ltd., Dept. CN, 1450 Highland Ave., Needham, MA 02192 U.S.A.

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CLIMB ANY TREE QUICKLY, QUIETLY AND SAFELY -- The company says Belt On Tree Steps (BOTS) make it possible to climb any tree or pole easily and quickly, without noise or fatigue. A nylon web belt secures a cast aluminum step to the trunk. A set of four BOTS makes it possible to climb approximately 3.5 meters. The company says hunters can carry them conveniently and quickly attach them to any tree, and climb without making noise; nurseries and tree surgeons use them to prune and treat trees; utilities firms use them for pole service and inspection. Also many homeowners buy them for keeping trees trimmed; installing and maintaining outdoor lights; and they are well suited even for youngsters to get into and out of their favorite tree house. Price: \$9.00. WRITE: Douglas Schofield, BOTS, Inc., Dept. CN, P.O. Box 613, Opp, AL 36467 U.S.A.

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REVERSIBLE NYLON-MESH SOCCER JERSEY -- Made of high quality nylon mesh, this soccer jersey is actually two short-sleeved garments of different colors sewn into each other. Whenever teams need to adopt jerseys of different colors, they need only reverse the ones they are wearing. The manufacturer says the nylon mesh not only permits effective air circulation, but keeps the player warmer in winter and cooler in summer. These professional-looking garments sell from \$4 to \$5. WRITE: W.D. Sauer, I.T.I., Inc., Dept. CN, P.O. Box 1396, Tacoma, WA 98401 U.S.A.

PERMANENT FASTENING FOR SKI BINDINGS -- A ski binding can be permanently fastened to the ski, says this firm, even if it has previously been pulled off. The "Triton Ski Binding Fastener System" takes only 20 minutes to mount or remount a binding, yet produces a permanent assembly ready for immediate use. Ski shops will appreciate this system since it works with any binding on any ski; customers are happier, the firm notes, since they are back on the slopes in minutes. Sells from \$100 to \$150. The firm is seeking agents, distributors, and licensees who are already handling ski equipment. WRITE: Lucien C. Coenen, Jr., Omicron Group, Ltd., Dept. CN, 8285 West 66th Ave., Arvada, CO 80004 U.S.A.

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WARNING FLAG PROTECTS WATERSKIERS -- Worn on the back by waterskiers, the "Skee & See" safety flag provides a clear and easily visible warning to boat pilots that a skier is down in the water. The danger of being accidentally struck by unknowing boats is almost eliminated. Thirty-two inches tall (81 cm) and topped by a bright pennant flag, the lightweight "Skee & See" backpack straps on the skier with strong plastic webs. One size fits all persons. Also recommended for snowmobiling, hunting, etc. Price is \$12.95. WRITE: Richard E. Brown, Sealand Manufacturing, Inc., Dept. CN, P.O. Box 592, Del Mar, CA 92014 U.S.A.



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CARTOON PAINTING KIT FOR CHILDREN -- The "Cartoonarama Paint Kit" is the first children's paint set which uses the same methods applied in animated cartoon films. Each kit contains 6 transparent sheets with attractive cartoon figures printed on one side. Children use 8 non-toxic paints supplied with the set to paint whatever colors they wish on the reverse side of the sheets. If desired, the paint may be removed with water and the picture repainted. Price is \$2.84 FOB Chatsworth California. The firm is seeking agents or distributors. WRITE: Mary O'Loughlin, Cartoonarama, Inc., Dept. CN, 18645 Sherman Way, Reseda, CA 91335 U.S.A.

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ELECTRONIC GAME OF CHANCE -- Using solid-state electronics for reliability, the "Triple Up" amusement gaming device is said to offer fun for clients and profits for owners of taverns, pubs, commercial game outlets, and other public establishments. The unit works much like a slot machine with scores won by matching various symbols on the machine. Winners receive extra games of play. A special feature allows a winner the option of possibly tripling (or losing) his winnings. The owner of the unit may vary the odds of winning from 4% to 44%, for a larger or smaller percentage of profits. Sells for \$3,200. Firm is interested in distributors. WRITE: Gordon C. Fromm, Extech, Ltd., Dept. CN, 5319 S.W. Westgate Dr., Portland, OR 97221 U.S.A.

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PORTABLE CHILDREN'S AMUSEMENT PARK -- Six separate amusement rides for children are combined in the "Pixie Plaza", a complete amusement park mounted on one trailer for rapid, efficient transportation. The manufacturer says the entire complex can be assembled for use by four workers in only four hours. The six rides are brightly painted and lighted by 1,700 electric light bulbs to appeal both to children and their parents. As many as 112 children can be seated at one time, providing up to 1,680 rides per hour. Price is \$87,850 F.O.B. Port of Houston. WRITE: Rod Johnson, Chance Manufacturing Co., Inc., Dept. CN, 1103 Ross Ave., Dallas, TX 75202 U.S.A.

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FLYING SAUCER TOY -- The "Space Spinner" is said to be the only gasoline-powered flying saucer toy on the market. The saucer can climb hundreds of feet in free flight or, alternatively, a tether can be attached to maneuver the toy into any flight pattern desired. The saucer is engineered to spin in the reverse direction of its propeller, thus giving it a gyroscopically stable flight. The durable plastic unit measures 15 1/2 in X 3 in (39 cm X 8 cm) and is suggested for hobbyists or children over 10 years old. Retail price is \$20 to \$25. Agents, distributors, and licensees are sought. WRITE: Laurence C. Iott, Iott Engineering Company, Dept. CN, 4660 73rd St., La Mesa, CA 92041 U.S.A.

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SEWING PATTERNS FOR ANIMAL TOYS -- Sewing enthusiasts can now create soft, "huggable" toy animals for their children, friends, or themselves. "Cuddle Buddy" Animal Patterns provide directions for sewing child-sized toy mountain lions, bears, and even a family of skunks. Most of the animals measure approximately 38 in (97 cm) long by 20 in (50 cm) wide. The company says the patterns will complement sales of fur fabrics and notions for retail operations. Price is \$2.60 and \$3.00. Suggested for sewing centers, department stores, handicraft shops, mail order shops, etc. WRITE: Patricia Holstine, H.C. & E., Inc., Dept. CN, P.O. Box 753, Conrad, MT 59425 U.S.A. (See photo on following page.)

SEWING PATTERNS FOR ANIMAL TOYS



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EDUCATIONAL SCIENCE KITS FOR ASSEMBLY AND USE -- Designed for both adults and children, these "Minilabs" provide a safe way to gain practical experience in many scientific fields. The firm says they are as much fun to build as to use. The "Detectolab 4", for instance, includes the parts for making an electronic lie detector, plus a fingerprint set, security alarm device, and detective games. Other sets include a crystal radio, musical instruments, a miniature electric motor boat, hydraulic pump, various miniature flying machines, and plants for growing. Price range is about \$5 to \$17. WRITE: Donn Mosenfelder, Educational Design, Inc., Dept. CN, 47 West 13 Street, New York, NY 10011 U.S.A.

VOLUME/WAH CONTROL FOR ELECTRIC MUSICAL INSTRUMENTS -- Professional and amateur musicians, recording studios, and radio stations are among the end-users of this volume/wah control pedal designed for electric keyboards, guitars, and other instruments. Advanced circuit techniques are said to give the product rugged reliability and high-quality dynamics. The volume and wah functions can be used independently or together, and the status of each effect is indicated by a LED unit. Uses AC electrical power. The low-noise pedal sells for \$130. WRITE: Twid Holland, MusiTronics Corp., Dept. CN, P.O. Box 57, Rosemont, NJ 08556 U.S.A.

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PROJECTION TELEVISION SYSTEM -- Television picture too small? The "Cinema IV Projection T.V. System" can enlarge the picture from a 12 in (30.5 cm) or 15 in (38 cm) T.V. screen and project it onto a 4 ft (1.2 m) or 5 1/2 ft (1.65 m) viewing screen for more realistic and comfortable viewing. In addition, the manufacturer says, the unit yields a picture 300% brighter than any other projection system. The first system of its kind in kit form, the "Cinema IV" comes with a T.V. cabinet (designed to house the T.V.), a projector lens, and a washable viewing screen. Price ranges from \$995 to \$1,300. WRITE: Peter S. Mamakos, P.M. Systems Corp., Dept. CN, 3303 Harbor Blvd., Costa Mesa, CA 92626 U.S.A.

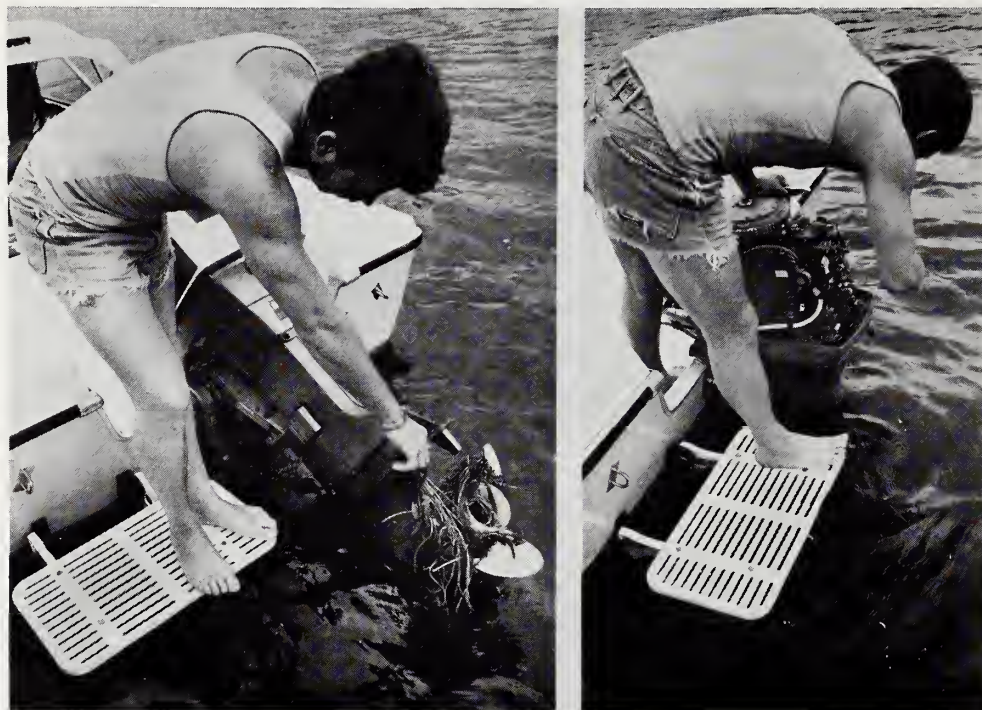
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HEAVY DUTY FLASH BRACKETS FOR CAMERAS -- These heavy duty flash brackets incorporate a completely new design with moveable arms allowing unlimited positioning of the flash lamp. Professional and amateur photographers alike can control shadows and highlights, guard against "pink eyes" in photos, with a minimum of inconvenience. The brackets are made of lightweight aluminum with attractive, black anodized bodies. Self-locking nuts eliminate constant tightening. Available in models designed for particular brands of cameras, the brackets start at \$14.95. WRITE: L.F. Kleinfeld II, Leonard F. Kleinfeld Inc., Dept. CN, 59-08 Woodside Ave., Woodside, NY 11377 U.S.A.

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WATERPROOF HAND-LIGHT -- The "Super Q Lite", according to this manufacturer, offers 35,000 candlepower of light for use by divers, sportsmen, firemen, and others who need a compact, waterproof hand-light. Though small and light enough to be carried easily by hand, the "Super Q Lite" can withstand a 30 ft (9 m) drop onto concrete or pressures 2000 ft (600 m) beneath the water's surface. It provides 1 1/2 hours of light after recharging. Retail for approximately \$40. Distributor inquiries welcome. WRITE: Scott Penwarden, Underwater Kinetics, Inc., Dept. CN, 7052 Convoy Ct., San Diego, CA 92111 U.S.A.

FOLDING TRANSOM DECK FOR DIVING, MOTOR MAINTENANCE -- Constructed of lightweight aluminum, this non-skid platform attaches to and folds down from the stern of any small boat. Designed for rugged use, the platform offers an ideal surface for diving, boarding, or sitting. In addition, it acts as a convenient work surface, bringing the lower sections of both outboard motors and stern drives within easy reach. The corrosion-resistant unit sells from \$69 to \$99. WRITE: T.D. Bergman, Bay Pattern Works, Dept. CN, P.O. Box 1250, Milan, OH 44846 U.S.A.



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LIGHTWEIGHT METAL DETECTOR -- The "A.H. Pro Backpacker" is designed to selectively detect valuable metals (silver, gold, brass, copper) while ignoring less valuable ones (iron, steel, aluminum). The firm says it can pinpoint the precise location of such items as gold and silver coins, antiques, and other rare artifacts. The 2-pound (0.9 kg) detector collapses to only 18 in (46 mm) for easy transportation. It features a telescopic pole, a waterproof and shock-absorbant search head, plus full sensitivity and rejection controls. Price is \$100 to \$400 F.A.S. Schaumburg, IL. WRITE: James Kmitta, A.H. Electronics, Inc., Dept. CN, 2131 Hammond Dr., Schaumburg, IL 60195 U.S.A.

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"LAVA GARDENS" GROW COLORFUL CRYSTALS -- An unusual decorative accessory for office or home, or an experimental toy for children, the "Lava Garden" consists of a piece of authentic lava and the necessary accessories for growing bright red, blue, or yellow crystals in coral-like formations from the rock. After the crystals have grown to their full potential, the user adds ordinary tap water and the crystals will regenerate themselves in new shapes and sizes. Available in two sizes, the "Lava Garden" sells from \$5.00 to \$10.00. The firm is seeking agents and distributors. WRITE: Burton D. Dunn, Lava Garden, Inc., Dept. CN, 2200 South Priest, Suite 104-106, Tempe, AZ 85282 U.S.A.

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ENERGY-SAVING MOBILE COOKING POT -- An ancient method of cooking food with heated stones has inspired a new design in cooking units. The non-electric, portable "Rock Pot" is said to simplify the preparation of any raw food. A soapstone component is first heated for 30 minutes, while food is being prepared for cooking; then the stone is placed in a cannister under an aluminum cooking pot. Food can be cooked for as long as 4 hours and kept hot for an additional 6 to 8 hours. The cooker's design permits transportation while food is cooking. Suggested for many outdoor activities. Price is \$89.95. WRITE: D. John McCarton, Prais Enterprises Inc., Dept. CN, P.O. Box 1913, Lynnwood, WA 98036 U.S.A.



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LICENSING AND INVESTMENT PROPOSALS

The following firms have contacted the U.S. Department of Commerce and specifically requested assistance in locating overseas agents, distributors, joint ventures, etc. Please publish this information in the Commercial Newsletters. If the post does not publish a Newsletter, please disseminate this information to the local business community through all available channels.

CONSTRUCTION SYSTEM - A U.S. firm seeks qualified licensees for a new, patented construction system. The process involves erecting an air structure designed to the exact configuration of the final building on a conventional slab. After inflating the structure, polyurethane foam is sprayed on the inside of the structure. Welded wire fabric is hung on the interior of the foam and concrete is sprayed over the foam and welded wire fabric to complete the shell. The air structure is removed and the exterior is coated with a malleable, high strength industrial coating. The resulting structure is strong, durable and safe. Costs are reasonable, delays caused by bad weather are eliminated and virtually any floor plan can be accommodated to the dome design. WRITE: Mr. Bennett L. Wright, Vice President, Tecton Corporation, Dept. CN, Box 0, Boulder, Colorado 80306. U.S.A.

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CONSTRUCTION SYSTEM FOR HOUSES SAVES ENERGY COSTS -- A new construction method, using precast concrete wall panels with foam insulation on the exterior walls, is suitable for mass production and competitive with conventional building costs. The system utilizes passive solar energy, requires limited heating and cooling, and is reported to be 60% energy efficient. The polyurethane foam insulation captures 90 tons of thermal mass within the house, which becomes in effect, a massive heat sink. Joint venture distributors are wanted. WRITE: Passive Solar-Variant Homes, Dept. CN, 575 Birch Court, Suite A, Colton, California 92324. U.S.A.

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AUTOMOTIVE PISTON RINGS - Company will license and provide know-how and machinery to foreign firms or investors to produce automotive piston rings. Prospective licensees should have knowledge of medium to heavy metal working machinery, machining and some chemical processes. WRITE: Mr. Frank Grady, Grant Piston Rings, Dept. CN, 1360 N. Jefferson, Anaheim, California 92806. USA.

HEALTH CARE SYSTEM - Firm seeks joint venture to provide health care service to governmental agencies, institutions. . The company can provide expertise in initiating, updating or documenting operations or controlling current health systems. Activities include electronic data processing, manual and automatic information systems, hospital information systems and program implementation. Prepared to provide turnkey service. WRITE: Mr. Jonah C. Fuller, President, Applied Health Systems, Dept. CN, P. O. Box 9286, Madison, Wisconsin 53715. U.S.A.

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POLYURETHANE HOUSING - Seeks licensees, joint ventures to construct economic polyurethane homes and buildings. The process would be utilized by local labor force. Structures can withstand extreme temperatures, rainy seasons better than conventional housing, according to the U.S. firm. Process lends itself to warehouses, hangers, utility buildings and other facilities. WRITE: Mr. Jonah C. Fuller, Director, World Financial Resources Associates, Dept. CN, P. O. Box 9276, Madison, Wisconsin 53715. U.S.A.

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WATER RECYCLING UNIT - Licenses are offered for a self contained water recycling unit for residential and commercial application. Will substantially reduce water use. U.S. firm will provide technical know-how in return for royalty. WRITE: Mr. Edward P. Toms, Vice President, The Water-Cyk Corporation, Dept. CN, 512 Maple Avenue W., Vienna, Virginia 22180. U.S.A.

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STEEL MILL AVAILABLE - For sale integrated steel mill situated to service eastern United States market. Annual ingot capacity 1,000,000 NT. Modern Basic Oxygen Furnace (convertible to electric), Blooming Mill, 110 in (279.40 cm) Plate Mill, 32 in (81.28 cm) Cold Mill and ancillary facilities. Complete description of facilities and capacities on request. Appropriate personnel and know-how to operate this plant is also available. WRITE: Mr. F. J. Materson, Alan Wood Steel Company, Dept. CN, Conshohocken, Pennsylvania 19428 U.S.A.

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LOW COST HOUSING - Using one WESCON-MPS combination mixer, pumper and sprayer, a few unskilled laborers can build five to ten 50 sq m houses a day. WESCON additives increase the beginning volume of concrete by 30 to 40 percent making it lighter and stronger and reducing building costs to less than \$35/sq m. Machinery and additives to build twenty-five 50 sq m houses by one of our three tilt-up building systems sell for \$37,395 to \$41,795, FOB Plant Los Angeles. WRITE: Westland & Associates, Dept. CN, P.O. Box 4151, Redondo Beach, California 90277. U.S.A. Telex: USA 678401CNI.

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LOW COST SUPERIOR INSULATING MATERIAL - Company reports TSB insulating material can be produced from basic ingredients in most countries for 22¢/Kg. TSB has excellent sound proofing qualities and can stand 3100°C without combustion. When mixed with concrete. TSB-CON yields a lighter, stronger and less expensive product. A plant using 2 or 3 unskilled laborers can produce over 1 ton per day. Chemicals can fire-proof various materials in the building and home furnishing industry. Joint venture or licensing. WRITE: IMAR, Inc., Dept. CN, 220 Ave E. Redondo Beach, California 90277. U.S.A. Telex: USA 678401CNI.

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CENTRE PIVOT IRRIGATOR - The oil hydraulic drive "Rainmatic" is available for licensed manufacture. Equipment includes multi-tower fixed pivot, multi-tower portable and the single tower portable. Licensor provides complete specifications, technical literature, promotion materials and visits for training. Operating equipment of all models may be field inspected in the Hawaiian Islands. WRITE: Mr. Richard W. Frazier, Managing Director, Rainmatic International, Ltd., Dept. CN, 91-291 Kalaeloa Blvd., Bldg. B-1, Ewa Beach, Hawaii 96706. U.S.A.

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FOOD PRODUCTION & PROCESSING EXPERTISE - A subsidiary of a major U.S. food producer and processor offers its expertise to governments and private industry throughout the world. Know-how in poultry, tomatoes, mushrooms and vegetable growing and processing is available. WRITE: Mr. E. J. Briskey, Director-Resource Development, Technological Resources, Inc., Dept. CN, P.O. Box 391, Camden, New Jersey 08101. U.S.A.

BLADELESS TURBO-MACHINERY -- TURBINES, COMPRESSORS AND PUMPS - Turbines, compressors and pumps built without the normal blades are proving superior in all known applications and have made possible many new pumping applications - live fish, steel ball bearings, fruits, vegetables can be pumped without damage or size restriction with the bladeless pumps. The pumps can handle three phase flow - water, solids and gases all at the same time. Seeking joint venture and licensing agreements. WRITE: International Marketing & Research, Inc., Dept. CN, P. O. Box 392, Hermosa Beach, California 90254. USA.

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LOW COST PREFABRICATED PANEL MACHINERY - Industrialized building system using sandwich panels can produce 150 to 200 - 1.2m x 2.4m panels a day using 3 workmen with a highly mechanized system. Or 2 unskilled workmen can be taught in a few days to produce 1 panel every 15 minutes with very little equipment. The panels utilize a honeycombed interior of low density and are sound absorbent and fireproof. The panels are strong enough to build 3 stories without additional structural support. Seeking joint venture and licensing arrangements. WRITE: IMAR, Inc., Dept. CN, Suite 206, 1611 So. Pacific Coast Highway, Redondo Beach, California 90277. USA.

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CARPET AND UPHOLSTERY CLEANING SERVICES - Duraclean offers franchises for cleaning residential and commercial furnishings. Franchisees use a special foam-absorption process which cleans without soaking or scrubbing. Other Duraclean services include soil and flame retarding, moth proofing, spot removal, anti-static treatment, and minor carpet repair. Duraclean is the largest on-location carpet and furniture cleaning firm in the world. For detailed information on beginning a part-time or full-time operation, write for free booklet: Mr. Donald F. Pfeiffer, Duraclean International, Dept. CN, 2151 Waukegan Road, Deerfield, Illinois 60015. USA.

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NEW PROCESS TECHNOLOGY - A U.S. company offers to steel mills and other metal processing industries a method of continuous heating carbon steel or alloy steel coils for purposes of annealing, heat treating or metallic coating. Electric energy is the power source. Energy usage efficiency is approximately 90% compared to the typical 40% to 50% efficiency of the conventional continuous process lines available. WRITE: Mr. Thomas H. Jones, Vice President, Val Jim, Inc., Dept. CN, 810 Union Avenue, Bridgeport, Connecticut 06607 U.S.A.

TRADE AND TECHNICAL LITERATURE

Please publish the following information in the post's Commercial Newsletter. If the post does not have a Newsletter, please disseminate this information to the local business community through any appropriate means.

GUIDE TO THE SI METRIC SYSTEM -- Combustion Engineering, Inc. has published a 196-page manual entitled, "SI Metric Practice Guide" to help engineers, students and others to understand the SI (System International d'Unites) metric system and to aid them in conversion tasks. Units and quantities are grouped according to specific subjects (i.e., all energy-related units, etc.) for quick reference. WRITE: Combustion Publishing Company, Dept. CN, 277 Park Ave., New York, NY 10017 U.S.A.

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HANDY REFERENCE FOR PRECIOUS METAL PLATERS -- Engelhard Industries' four-page precious metal plating processes guide give platers important facts on gold, silver, rhodium, platinum, palladium and ruthenium processes and their specifications, including those for the military. Information on precious metal anodes is also included. By scanning the guide, platers will find precise data on grade, purity, hardness, current density, pH range, operating temperature, and cathode efficiency of 33 precious metal products. WRITE: Engelhard Electro Metallics, Customer Service Dept., Dept. CN, 2655 U.S. 22, Union, NJ 07083 U.S.A.

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NEWSPAPERS FOR "TODAY'S FIREMAN", "TODAY'S POLICEMAN" -- "Today's Fireman" is a newspaper about the firefighting service throughout the world. It contains opinions of firefighters on social problems, politics, the economy, and other current issues - as well as firefighting. "Today's Policeman" is a newspaper for people interested in law enforcement around the world. It is a forum for new ideas and a source for the latest crime prevention techniques. Each of these two newspapers is available quarterly for \$5.00 a year. WRITE: Donald Mack, Towerhigh Publications Inc., Dept. CN, P.O. Box 594, Kansas City, MO 64141 U.S.A.

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ENGINEERING HANDBOOK FOR DIE SHOPS -- This engineering handbook of die sets in decimals and metrics is a condensed version of a larger catalog which describes bolters, bosses, bushings, with bearing and ball bearing, center post die sets, demountable bushings, die springs, and a host of other items. It represents the standards of the industry. WRITE: Jack N. Grooff, Lempco Industries, Inc., Dept. CN, 5490 Dunham Rd., Cleveland, OH 44137 U.S.A.

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NEW CATALOG PRESENTS WOODEN PLAY PRODUCTS -- This new, expanded catalog presents a complete family of wooden "learn-through-play" equipment for preschool and early elementary age children. Among the items presented are child-scaled furniture, building and assembly projects, work tables and easels, storage and display units, and many others. WRITE: SturdiBuilt, Inc., Dept. CN, P.O. Box 841, Monroe, NC 28110 U.S.A.

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ADVICE ON HOME SECURITY ALARM SYSTEMS -- In response to the increasing public interest in home alarm systems, Commerce's National Bureau of Standards has published Home Security Alarms: What They Are and How They Work, a pamphlet describing various kinds of alarms and offering advice on how to use them to best advantage. WRITE: "Home Security Alarms", Dept. CN, Department 676E, Consumer Information Center, Pueblo, CO 81009 U.S.A.

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FREE BULLETIN ON EPOXIES FOR DIGITAL WATCHES -- Specifications on seven Epo-Tek epoxies for microelectronics applications in digital watches are now available free from Epoxy Technology, Inc. The epoxies are used in bonding, hermetic sealing, and opaque and transparent coating of components in digital watch electronic circuitry. WRITE: Marketing Dept., Epoxy Technology, Inc., Dept. CN, 65 Grove St., Watertown, MA 02172 U.S.A.

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GUIDE TO AUTOMOBILE TIMING GEARS, SPROCKETS, CHAINS, AND BELTS -- This copyrighted book has been updated to include "exploded" views of all American, European, and Japanese manufactured cars, industrial engines, tractors, busses and trucks. It gives easy to read numerical listings for sprockets, timing gears, chains and belts. WRITE: Jack N. Grooff, Lempco Industries, Inc. Dept. CN, 5490 Dunham Road, Cleveland, OH 44137 U.S.A.

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FILM SERIES ON WORD PROCESSING -- This coordinated series of films is designed to clarify both the good and bad sides of word processing. An excellent classroom aid, the series can help users to get full benefit from their systems, as well as introduce non-users to the "word processing" concept. Sells from \$200 to \$245 per film. WRITE: James E. Brooker, Information Management Corp., Dept. CN, 1220 Winford Ave., Green Bay, WI 54306 U.S.A.

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BUYER'S GUIDE TO PRODUCTS OF REPUBLIC STEEL CORPORATION -- For the first time, all the products manufactured by Republic Steel Corporation have been brought together in a single brochure. Information (including load conditions) is given on pre-engineered building systems, pre-painted sidewall and roofing panels, and many other products. WRITE: Republic Steel Corporation, International Division, Dept. CN, P.O. Box 5866, Cleveland, OH 44101 U.S.A.

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THE ABC's OF LANGUAGES AND LINGUISTICS -- A practical introduction to language science - theoretical and applied - that provides the student or teacher of languages with the essentials of the field, and whets the appetite for more. It covers a wide scope of material, from language origins to the learning of second languages. Charge for the text is \$9.95. WRITE: Lise B. Ragan, Institute of Modern Languages, Inc., Dept. CN, 2622 Pittman Dr., Silver Spring, MD 20910 U.S.A.

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GUIDE TO U.S. DENTAL MANUFACTURERS -- This guidebook contains an alphabetical listing of American firms manufacturing dental products, their addresses, and the persons to contact. A cross-reference index of 58 common products is also included. The 24-page guide is bilingual (French and English). WRITE: David A. Ellis, American Dental Trade Association, Dept. CN, 1140 Connecticut Ave., N.W., Washington, DC 20036 U.S.A.

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SPORTS AND PLAY EQUIPMENT FEATURED IN NEW CATALOG -- Expanded lines of basketball backstops and playground equipment appear in the new illustrated catalog from SportsPlay Products. Also included are portable baseball and field hockey backstops, goals, benches and bleachers, as well as climbers, slides, swings and other basic equipment for every playground and physical education need. WRITE: SportsPlay Products, Dept. CN, 29-24 40th Ave., Long Island City, NY 11101 U.S.A.

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DIRECTORY OF U.S. MANUFACTURERS OF WOODWORKING MACHINERY -- This is a 78-page book listing 26 exporting U.S. manufacturers of woodworking machinery and the products they make. Listings are offered in four languages English, French, German and Spanish. Also included is a cross-referenced Index (showing which companies sell each type of woodworking machine) and a glossary of machine terms. Copies available free upon request to the WMMA. WRITE: Tony Carroll, Woodworking Machinery Manufacturers of America, Dept. CN, 1900 Arch St., Philadelphia, PA 19103 U.S.A.

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PUBLICATION REPRESENTS BEST OF U.S. VALVE INDUSTRY -- The U.S. Valve Manufacturers Association has created an encyclopedia guide to the latest U.S. technology for the international fluid flow control industry. All products listed from basic waterworks valves to the most sophisticated automated valving for nuclear reactors were selected for advanced, superior design and competitiveness in the international market. Price is \$10.00. WRITE: The Valve Manufacturers Assoc., Dept. CN, Drawer II, McLean, VA 22101 U.S.A.

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LABORATORY APPARATUS PRODUCTS -- After months of intensive efforts Thermolyne, a leader in the field of laboratory equipment, has produced its new multi-language laboratory apparatus catalog. This new publication in English, German, French and Spanish features the entire range of Thermolyne products from hot plates to furnaces. In addition, the catalog contains a glossary of technical terms and a section on furnace usage and construction for reference use. WRITE: Thermolyne, Dept. CN, 1721 Newport Circle, Santa Ana, CA 92705 U.S.A.

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TRAINING FILMS FOR POLICE AND FIREMEN -- These audio-visual training films feature animated characters who complete a full training course for policemen and firemen. The fireman, "Hotash", learns the use of ladders, ropes, breathing equipment, and much more. "T.P.", the policeman, also goes through a simple-to-follow, educational training program. These films are priced from \$40 to \$50. WRITE: Donald Mack, Towerhigh Productions, Dept. CN, P.O. Box 594, Kansas City, MO 64141 U.S.A.

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"BALDERSON EXCAVATOR BUCKETS" -- Balderson Inc. announces publication of a new comprehensive brochure on its line of excavator buckets for caterpillar machines. "Balderson Excavator Buckets" (Form No. DM763) covers the three basic Balderson bucket designs, backhoe, ditch cleaning and trapezoidal - their construction, and their capabilities. WRITE: Balderson Inc., Dept. CN, Wamego, Kansas 66547 U.S.A.

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LITERATURE ON STANDARD CHEMICAL REACTORS -- The Bench Scale Equipment Company has released a new bulletin describing its expanded line of standard reactors for industrial chemical processes. A wide range of reaction apparatus for the complete spectrum of research and process development is presented. These products were designed for quality, versatility, scale-up/ scale-down, reproducibility, and safety. WRITE: Bench Scale Equipment Company, Dept. CN, P.O. Box 1123, Dayton, OH 45401 U.S.A.

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"CATALOG 60" DETAILS SAFETY SHIELDS FOR POWER MACHINERY -- A new, four-page catalog (No. 60), from Bristol Engineering Company, introduces a major new development in shields that protect machinery operators and their surrounding without interfering with normal controls, lights, hoses or set up operations. The shields are typically used on vertical mills, drill presses, saws, grinders, etc. WRITE: Bristol Engineering Company, Dept. CN, P.O. Box 696, 210 Beaver St., Yorkville, IL 60560 U.S.A.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1978--261-238/2

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U.S. COMMERCIAL HOLIDAYS

Business travelers to the U.S. may find office doors locked and their intended contacts unavailable unless they take commercial holidays into consideration when planning itineraries.

This listing is intended as a working guide only. Corroboration of dates is suggested in final business travel planning.

1978

January 1	New Years Day
February 12	Lincoln's Birthday (Not observed universally)
February 20	George Washington's Birthday (Observed in some states on February 22)
May 29	Memorial Day
July 4	Independence Day
September 4	Labor Day
October 9	Columbus Day (Observed in some states on October 12)
November 11	Veteran's Day
November 23	Thanksgiving Day
December 25	Christmas Day



ITA For DIBA In Commerce

The Commerce Department announces the arrival of the Industry and Trade Administration (ITA). This new organization takes the place of the Domestic and International Business Administration (DIBA), and realigns a number of DIBA functions to improve the Department's services to the trading and industrial communities. ITA is headed by Frank A. Weil, who now has title of Assistant Secretary of Commerce for Industry and Trade.

The six operating divisions of ITA will be:

The **Bureau of Trade Regulation**, which includes the Office of Export Administration and the Office of Industrial Mobilization.

The **Bureau of Domestic Business Development**, comprising the Office of Business Programs, the Office of the Ombudsman, the Office of Textiles, the Office of Business Policy Analysis, the Office of Basic Industries, the Office of Producer Goods and the Office of Consumer Goods and Service Industries.

The **Bureau of Export Development**, containing the Office of International Marketing, the Office of Export Development, and the Office of Market Planning.

The **Bureau of International Economic Policy and Research**, which will embrace the Office of International Economic Research, the Office of International Finance and Investment, the Office of International Trade Policy, the Office of Foreign Investment in the United States, and the Office of Country Affairs.

The **Bureau of East-West Trade**, with three component offices: East-West Country Affairs, East-West Trade Development and East-West Policy and Planning.

The **Bureau of Field Operations**, which manages the Department's 43 District Offices across the country.